

# ScanConnect

## Web Based Barcode Inventory Management System *Simple - Flexible - Usable*



### As a distributor you need to understand what the most frustrating and costly part of ordering supplies is.

The answer is creating a purchase order. Ask your customers how many purchase orders they generate a month? What is the average value of those purchase orders? Then help them understand what it costs to decide which items to order; and how much to order of each item. Add to that the time to assemble the order, the time spent looking up product codes, and checking inventory. Then factor in the time to place the order, the time to receive the order, and then the time to match the PO with invoice and make the payment. There is no question, the whole process can be streamlined.

### How do you build customer loyalty?

The answer is to solve a problem for them. Common sales techniques are to explain you have a better price, or you have better service. But what if you could really save them time and money by automating their purchasing process and reducing their inventory?

One of the easiest ways to decrease the cost of sales is to make your E-commerce site the primary way in which they order from you. Integrate your E-Commerce site with your back office systems and you have closed the loop. Now the customer is doing the order entry for you.

Decrease their inventory by putting usage and stocking information in their hands and delivering just in time. With the right information your customer will help you.

Does this sound familiar? *"We used to have to physically check invoices against inventory levels in order to calculate our usage on any item."*

Now, all of that information is easily reported. The system gives your customers complete visibility into measures such as item usage by location and current and historical inventory levels. It provides excellent management information. For example, it's easy to spot trends such as seasonal usage of items like flu vaccine and adjust inventory levels and reorder quantities appropriately.

### Sell what you want to sell not just what your customer wants to buy

Have your salesman educating the customer on new products instead of taking orders for the same standard supplies. Look for more opportunity on higher margin and more targeted products. Reduce returns and errors by barcoding products and scanning items for ordering.

Speed up your pay cycle. A unique login code is assigned to each individual at the customer's site, so no longer can there be any question as to who ordered the items.

Increase customer retention by differentiation, stand out from the crowd and win new business -- by providing them with a customized purchasing system

### How it works. Scan \* Dock \* Buy

**Scan** - Most people don't order items from memory. Customers write down items they wish to order prior to going to the PC and selecting them from a website. The system makes PO creation fast and simple, by replacing the pen and paper with a bar code scanner. You provide shelf labels and or customized catalogs with a customer item code bar-coded on the label. If a manufacturer changes a product code you can simply change the alias in the system and the customer doesn't have to change labels. In addition you can alias existing manufacturer barcodes and products so customers can scan anything.

**Dock** - Once they have completed their scans they simply dock or plug in the keychain sized scanner via a USB cable to their internet connected PC.

**Buy** - In seconds the customer is brought to your E-Commerce site and securely logged in with their user id. They can view the order, verify pricing, units of measure and review product information. Using the site they can change shipping information, add special instructions and send in their order. Once the order is sent, your back office system will automatically email the customer a confirmation.

### What makes The Systems House the right software partner for your company?

Here is some of the feedback we have gotten from current customers on why they selected MDS software:

*"The MDS system was developed and continues to be enhanced to support the needs of the Med Surg community, that was the determining factor in our selection. If we were to select another partner it would require major modifications and we'd spend a lot of time explaining our business to them."*

### About TSH

The Systems House, Inc. (TSH), formed in 1979, is a company with a long standing reputation for outstanding customer service. With in excess of 250 installed MDS clients throughout the United States and Canada, TSH is widely recognized as one of the premiere suppliers of software and computer solutions for the Distribution marketplace. TSH has made a corporate commitment to distribution, which assures our customers that the latest in technology innovation, so critical to their success in the complex and fast changing world of distribution, will be available when needed.

### ScanConnect at a glance

#### Benefits:

- Reduces order time and costs
- Manages customer inventory
- Builds customer loyalty
- Reduces customer returns
- Increases customer sales

#### Features:

- Secure individual logon codes
- Easy to use
- Flexible, scan any barcode
- Usable with little or no IT involvement
- Integrates with your Website
- Integrates with existing procurement and financial software systems
- Computes usage to guide ordering
- Create customized product catalogs
- Create customized shelf labels
- Customizable Reporting
- ASP - SAAS - Online web based solution

#### How ScanConnect Works:

When customers scans items to create an order, it logs them into your website. They review the items, quantity and delivery location. Once they approve or edit the order, you automatically receive it directly through your E-Commerce site.

Alternately, orders may be sent to you:

- via EDI submission
- via Email
- via fax
- via your procurement software



For more information on this product please contact us:

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