

AXIOM SOFTWARE HELD THEIR FIRST ANNUAL EPDS USER SUMMIT July 12-13, 2007 · Valhalla, NY

Recently Axiom Software held the first annual User Summit for the Electronic Parts Distribution System (EPDS), considered by many to be the leading software for the electronic parts distribution industry.

A Little History

This year, Axiom, a member of NEDA and the preferred software vendor of Edge Marketing and Procurement Group, will be celebrating their fifteenth year in business. Founded in 1992, with just a handful of local customers, Axiom has grown to have more than 100 customers from all parts the United States and several in Europe and Asia. Axiom has stayed true to its original goal by committing to use full-time programmers and refusing to outsource development work, despite industry trends and market pressure.

Axiom has also made it a point to stress customer service which is highlighted by their track record for attracting new clients while retaining their existing ones. This includes their very first customers such as Tonar Industries in New Jersey and Edge Electronics in New York.

Beginning in 1992, Axiom worked with Tonar Industries, a distributor of passive and electro-mechanical components, to develop a new Windows®-based business software system. From the ground up, the new software was specifically developed for the electronic parts distribution industry. After several months of planning and design, working along side the president of Tonar, Axiom embarked on creating a fully-integrated accounting, sales, purchasing, and contact management system. The resulting software was an immediate hit. As the development progressed, the software, now referred to as EPDS, became more and more powerful, incorporating additional features and functionality based on the input and feedback from the growing user community.



AXIOM Do more
SOFTWARE

EPDS Success is User-Driven

EPDS represents the culmination of continued feedback from clients, having now evolved into the leading business software program specifically developed for the electronic parts distribution industry. EPDS unifies and integrates the following modules into a single, focused system

- Contact Management
- Sales Order Processing
- Purchase Order Processing
- Inventory Control
- Value Added Services
- Discrepant Materials Handling
- Sales Analysis
- Accounts Receivable
- Accounts Payable
- General Ledger
- Checkbook Reconciliation

EPDS provides a robust production order process to create assemblies and kits, and a work order process used when sending parts out to third parties that provide value added services such as tape and reeling, assembly, finishing, etc.

EPDS includes features to record and manage customer contracts as well as customer sales forecasts. In addition, EPDS simplifies lot control/traceability, bill of materials processing, POS reporting, instant messaging, RFQ processing, RMA

processing, and a much more. Just as important EPDS also allows users to quickly and easily run up-to-the-minute, real-time historical inventory reports as well as item usage reports, providing invaluable information to help replenish stock in a timely manner.

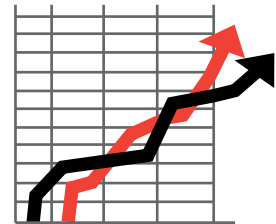
EDGE Marketing and Procurement Endorses EPDS!

EDGE is a member-owned organization of local and regional distributors and leading suppliers in the electronic, data communications, broadcast, and security industries. Through the development of marketing and sales programs coupled with their combined buying power, EDGE is dedicated to elevating their distributor-supplier relationships in the name of stronger alliances, growing sales, and improving profitability. In searching viable business software options for their members, EDGE did a one-to-one comparison among all available programs. Representatives from EDGE traveled around the country to meet with various software companies to review their capabilities and resources before making a decision. After exhaustive research, it was decided by the executive board of EDGE to announce that Axiom Software's

EPDS would be the only software they would recommend to their members.

Their conclusion was further supported by the fact that EPDS is reasonably priced, and that it was designed so that the software fit the distributor rather than the distributor having to fit the software. Axiom is now their exclusive preferred software vendor and has attracted 17 EDGE members as customers.

Amazing GROWTH at AXIOM



Over the past 4 years Axiom and EPDS have taken off, growing at a rate of almost 20% per year in new client installations. This coupled with the fact that once a company uses EPDS it is the last ERP software that they will ever need, means that Axiom is stronger than ever.

Axiom is proud of their track record for retaining existing users.

First Name	Last Name	Company Name	Title	Telephone	Postal	Comp No	Owner
Tom	Jones	Abba Electronics		914-233-2334	94088-364	010904	ROGER
Joe	Smith	ABC Co		212-232-2323		400127	JEFF
John	Booth	ABC Co		914-232-2323		400088	MILENA
John	Smithe	ABC Co.		914-233-4000			DAVID
Santiago	Contreras	ABC Components					
David	Kiley	Ax Electronics, Inc.					
William	Berndt	BLB Electronics					
Dave	Buster	Buster Supplies					
John	Datatum						



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With a single exception, all of Axiom Software's original clients are still using the system, including Tonar Industries, which has enjoyed significant growth since being introduced to Axiom. This is an obvious reflection of Axiom's ability to evolve over time and adapt EPDS to their customer's ever-changing needs, while maintaining superior customer service. In two words: Axiom Software's is able to keep their promise to *do more!*

Today, there are thousands of people in electronic distribution companies in the USA, Europe, and Asia who depend upon EPDS every day to do their job and make their businesses prosper.



View from classroom

The Idea For a Summit

The culture at Axiom Software has always been to listen carefully to what customers are saying, react, and do more. EPDS has grown and expanded as a result of this feedback and ideas from their community of users. At the suggestion of several customers, it was decided that it would be worthwhile to offer a two day forum. Here, customers could interact with one-another, exchanging ideas and discussing methods to further enhance the software. It would also provide the opportunity to help set the direction for EPDS in the future.

As an added benefit, customers would be able to tour Axiom's new enlarged corporate headquarters, and meet directly with Axiom staff members who they interact with each day.

EPDS Summit a Success

The EPDS Summit ran for two days, alternating between educational workshops, information sessions, sharing-opportunities, and networking events. During the meeting, there was particular emphasis on the new features that have been added to EPDS in the latest versions. Axiom also highlighted important functions that they determined were under utilized by many customers. Unlike most current software conferences,

no attempt was made to "up-sell" other features or functions. Many hours were spent relating and exchanging specific and direct user experiences. There was ample time for conferees to compare notes, and to assist one-another in dealing with particular business situations. Attendees even had the opportunity to learn from the program developers themselves, discovering shortcuts and additional time-saving features.



This way to summit



Left: Jeffrey Yagoda, President
Right: Rocco Troiano, Vice President



Understanding more



Becoming more productive



Learning how to do more



More to smile about



More friends

Some **ACTUAL** quotes from the attendees:

"I think it was great to come together and learn how we could do more with EPDS and also to share experiences with the other users. I really learned a lot just by connecting with other people."

"The summit was very informative, and I learned a lot. The new purchasing feature that I learned about is something we're going to put into effect when I get back".

"I think the summit was fantastic! It really forced me to focus on doing more with less, and all the features that EPDS offers to streamline other processes that I never thought about."

Kudos for Axiom and EPDS

"We're a power supply distributor. We've been in business for twenty-five years, with ten employees. Our old software wasn't user-friendly. Since we implemented EPDS, we've had an enormous increase in sales, from \$3.5 to \$7 million."

"We're a small company with eight employees. But we're in a growth-mode right now. We needed a good, solid platform to build-on as we add product lines, clients, and people. Originally we tried using Real World Software then we switched over to EPDS. The difference between our old software and EPDS is like night and day! And, with EPDS, everything just works."

"We're an electronic distributor serving OEMs, capable of building electronic assemblies and custom cables and connectors. We've been in business since 1982, and have been using EPDS since 2003. EPDS is superior to all the other programs we considered. The contact management system works very well and allows our sales staff to really track their customers and contact activities."

"We have a single location in a suburb in Michigan with about forty employees. We considered using Prophet 21, and looked into their Windows®-based system. We felt that it was cumbersome and very expensive when we considered adding together all the modules and add-ons that we needed. And Profit 21 offered just a fraction of the support we get from Axiom."

