

Press Release

10-4 Global Distributing



GLOBAL DISTRIBUTING

"Do you need a part, 10-4 We have it"

10-4 Global located in Medley, Florida is an industry leader and worldwide distributor of aftermarket and trailer components. Since inception, 10-4 Global focused on excellence in providing their retail and distributor customers high availability of high quality products. Their broad range of over 20,000 products including wheel and air brake components to steering products.

10-4 Global leads by example with every decision reflecting their commitment to rapid order turnaround, a hassle free ordering process including comprehensive catalogs and the best competitive pricing for its customers.

10-4 Global recognized the inevitability and the need to investigate ERP offerings. Initiatives such as global competition, desire to streamline processes, automating tasks, improved workflow and throughput, while minimizing inventory carrying costs, as well as the requisite for timely reporting, **ERP was no longer a 'nice to have'**. 10-4 Global recognized the need to have a fully functional business system that controls everything from the front end of Sales, and all aspects of distribution including the end function of shipping is products to its customers worldwide. They considered even writing a custom ERP system, but they liked the confidence in getting a tried and true proven ERP, with the ability to easily scale for anticipated future growth. They also simply could not afford to wait.

"We needed a clearer picture of the business and at the same time reduce our costs," says Franklin Forte, owner of 10-4 Global. It was essential for us to have a single integrated system that incorporated management tools and provided real time reporting, instant data access and the ability to make more informed decisions." 10-4 Global's reputation for excellence, demanded a solution that supported near 100% on-time delivery and superior customer service.

After considering development of a custom ERP and examining several ERPs, 10-4 Global uncovered a **'game-changer'**. A unique ERP called **VISUAL**, which not only offered deep functionality, it was the most common-sense and intuitive system they had seen. A complete end-to-end supply chain solution that incorporates CRM, the full ERP with advanced order fulfillment tools, advanced drag and drop reporting, and supply chain management. As participants in the ERP evaluation stated; *"seems to be very user friendly, seems to be very visual and easy to look at all aspects of our business, looks like as we continue to grow the business, it's going to be the right tool and it looks easy to learn."*

"With VISUAL, we now have the tools and the real-time data to run the company efficiently" says owner, Franklin Forte.

10-4 Global was excited about the anticipated benefits including:

- *Improved tracking of orders*
- *Improved gross sales margin % due to being able to identify quickly the previous orders; and add on opportunities*
- *Improved material shortages*
- *Improved long-term and short-term decision making due to real and accurate data from system*
- *Improved financial reporting*