



DIAMOND
DATA SYSTEMS
CONNECTING PEOPLE WITH TECHNOLOGY

The Uniform Solution

The Uniform Solution+ SQL Server

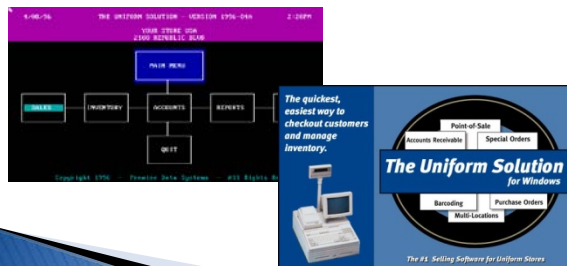
4:30 pm to 5:00 pm

Session III

Diamond Data Systems Investing in Your Tomorrow



- ▶ 1992 – The Uniform Solution for DOS
- ▶ 2001 – The Uniform Solution for Windows
 - Development Investment (12–18 man-years by 2001)
- ▶ 2003 to 2014 – EDI, ASN Receiving, VStock, Vendor Images
 - Development Investment (3–5 man-years to date)
- ▶ 2011 – The WebStore and Web Server Technology
 - Development Investment (~\$800,000 by 2011)
- ▶ 2014 – SQL Server
 - Development Investment (~\$600,000 by 2014)
- ▶ 2014 to 2015 – iOS and Android apps for employees
 - Development Investment (ongoing)



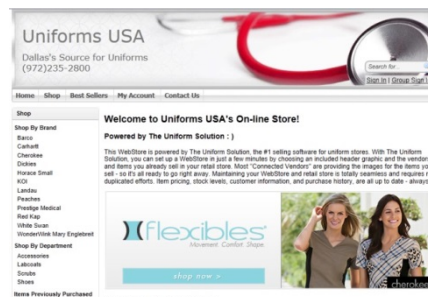
What is The Uniform Solution+ SQL Server?



- ▶ A single solution designed to run a uniform retailers entire day-to-day operation
 - Point-of-Sale with Order Entry and Tracking, plus A/R
 - Purchasing and Receiving with EDI, ASN Receiving, and Real-time vendor stock reporting
 - Accounts Receivable, Payroll Deduct, and Allowance Tracking
 - Time Clock
 - eCommerce with Group Selling
 - iOS and Android app for employees with Owner Dashboard and item stock lookup



US Mobile



THE UNIFORM SOLUTION

Supported Business Models



- ▶ Retail and Order Entry (with Multi-Store integration)
- ▶ On-Site/Mobile (Hospitals, Large Groups, Nursing homes, etc..)
- ▶ eCommerce
 - Individuals (with access to retail and eCommerce purchases)
 - Groups (with specific items, discounts, and work order details)



Why SQL Server 2012?



- ▶ Microsoft SQL Server 2012 is a robust, scalable, fast, and secure database trusted by the most successful companies in the world
 - The Uniform Solution+ SQL Server is faster
 - Reports on workstations are 3–5 times faster
 - Transactions save 6+ times faster (.07 vs .47 seconds)
 - Robust SQL Server features make some operations 10+ times faster
 - After upgrading, make sure you check out the Top 40 Report and Inventory Search
 - The Uniform Solution+ SQL Server is more reliable
 - With a battery backup on your server, database corruptions just don't happen
 - Say goodbye to recoveries :)
 - Faster Development Means More Features Sooner
 - New data sorts and calculations are extremely fast – enabling new features like the Customer Loyalty Program to calculate points at run-time
 - Database upgrades are simplified for our development team
 - SQL Server 2012 provides iOS and Android App Capability

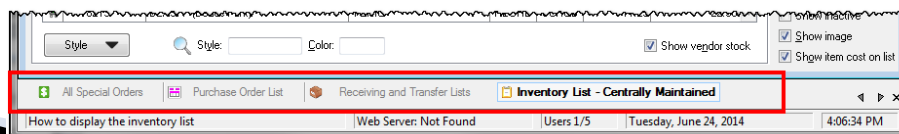
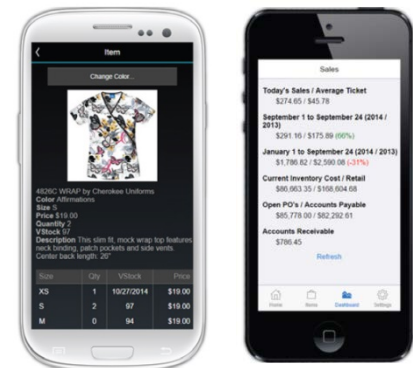


The Uniform Solution+ SQL Server 2014 Features



- ▶ Customer Transaction History Merge
- ▶ Task Bar with Open Windows
- ▶ Automatically Email Sales Receipts (4th Qtr 2014)
- ▶ Loyalty Program (Coming 2015)
 - Assign and track points for customer purchases
 - Redeem points for store credit on customer purchases
- ▶ Faster, More Robust and Reliable Database
 - Reports on workstations are 3-5 times faster
 - Transactions save 6+ times faster (.07 vs .47 seconds)
 - Some operations 10+ times faster
 - Corruptions and recoveries are a thing of the past
 - Write your own Queries, Reports, and Exports
- ▶ Android and iOS App for employees
 - Item lookup provides price, description, image, and stock status
 - Owner/manager Dashboard

New Customer Edit Customer Delete Customer Tag Customer Merge Customer History Tag List UnTag List UnTag All Filter Settings Print Shipping Label Export Customers to File Customer Search	Transaction Special Order Clerk Owner Est Delivery 10/20/2010 Sold To Acct No. 57 Baylor Medical Center Foundation 401 W Campbell Richardson, TX 75081 (972)498-5000 Ship To Acct No. 14 Glen Estes 5947 Parker Rd Plano, TX 75063 (972)517-8509
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The Uniform Solution+ SQL Server Versions

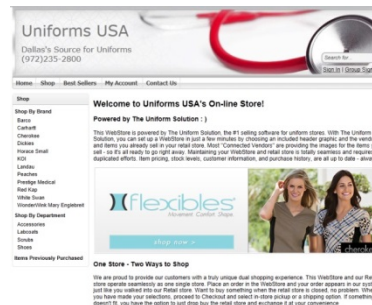


- ▶ The Uniform Solution+ SQL Server
 - SQL Server Express 2012
 - Enterprise Feature Set
 - WebStore
 - iOS and Android “App” for employees (coming 2014–2015)
 - Software Updates, Vendor Catalog, Connected Features (EDI, ASN, VStock)
 - Technical Support
- ▶ The Uniform Solution+ Outside Sales/Mobile Selling
 - SQL Server Express 2012
 - Enterprise Feature Set – Excludes PO, Receiving, and A/R functionality
 - Software Updates, VStock
 - iOS and Android “App” for employees (coming 2014–2015)
 - Technical Support

The Uniform Solution+ Pricing New Locations



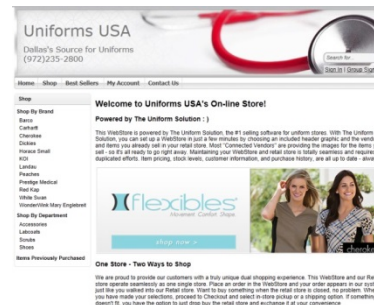
- ▶ The Uniform Solution+ SQL Server
 - \$250/month + \$25/Additional user (no contract or commitment)
 - 10% Discount (Locations 2-4) and 20% Discount (Locations 5+)
- ▶ The Uniform Solution+ Outside Sales/Mobile Selling
 - \$150/month + \$25/Additional user



The Uniform Solution+ Upgrade Pricing



- ▶ **The Uniform Solution+ SQL Server**
 - 2014 – Monthly @ \$100/month + \$10/user (with a current subscription)
 - 2015 – Monthly @ \$150/month + \$15/user (this is a \$100/month discount)
 - 2016 – Monthly @ \$200/month + \$25/user (this is a \$50/month discount)
 - Discounts – 10% (Locations 2-4) and 20% (Locations 5+)
- ▶ **The Uniform Solution+ Outside Sales/Mobile Selling**
 - 2014 – Monthly @ \$50/month + \$10/user (with current subscription)
 - 2015 – Monthly @ \$100/month + \$15/user (this is a \$50/month discount)
 - 2016 – Monthly @ \$125/month + \$25/user (this is a \$25/month discount)



The Uniform Solution+ SQL Server Value



Item	Price/Month	Notes/Compare
POS Software	\$100 to \$150	1 User
Vendor Catalog	\$50	QuickBooks Payroll
EDI and ASN Delivery	\$75 to \$100	EDI Software Service
eCommerce Site	\$125 to \$300+	Uniform Market No Integration to POS
iOS and Android	\$25	Quickbooks
Technical Support	\$15	Annual \$180
Vendor Stock Reporting	Priceless	:)
Total	\$390 to \$640	No VStock :(

The Uniform Solution+ SQL Server

Demonstration

The Uniform Solution+ SQL Server Requirements



- ▶ **Server Computer**
 - Windows 7, or Windows 8
 - Windows Server 2008 (Service Pack 2)
 - 64 Bit OS is better
 - Lots of memory (8-16 GB plus)
- ▶ **Workstations**
 - Windows 7 or Newer
- ▶ **SQL Server Express 2012 (Included)**
 - Handles databases up to 10GB
 - Limited to a single processing core and 1 GB of memory
 - Will be fine for most stores with 10 or less locations
- ▶ **SQL Server Standard 2012 (~\$2800 with 10 Cals)**
 - Handles databases greater than 10GB
 - Can use more than 1 processing core and 1 GB of Memory
 - Handles larger operations



The Uniform Solution+ SQL Server

Question and Answer Discussion