



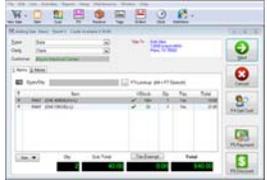

Strategic Partners Sales Meeting

Getting to Know The Uniform Solution
December 18, 2013
8:30 am to 10:00 am



Getting to Know The Uniform Solution

- ▶ Part I – Overview
- ▶ Part II – Vendor Integration Workshop

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The Successful Uniform Retailer

- ▶ Looks like they know what's going on OR
- ▶ Actually knows what's going on
- ▶ In the movie, Wild Hogs, parallels exist
- ▶ So the question is, which of your customers is a
 - Doug (Tim Allen)
 - Woody (John Travolta)
 - Bobby (Martin Lawrence)
 - Dudley (William H Macey)
- ▶ [Wild Hogs Introduction](#)

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What is The Uniform Solution?

- ▶ Complete system designed to run a uniform retailers day-to-day operation
 - Point-of-Sale with Special Order Entry and Tracking
 - Purchasing and Receiving
 - Accounts Receivable, Payroll Deduct, and Allowance Tracking
 - Time Clock
 - eCommerce




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Supported Business Models

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



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**THEUNIFORM
SOLUTION**

5

Background



- ▶ 1993
 - **The Uniform Solution for DOS** is the result of a vision to create a simple, easy-to-use software program that would make retail uniform stores more productive, informed, and profitable
- ▶ 1996
 - The Uniform Solution implemented the Vendor Catalog – a complete inventory listing from major medical uniform suppliers that made getting started incredibly easy
- ▶ 1998
 - On-site selling aided by The Uniform Solution takes off. Today on-site selling is a key element of product delivery to the medical apparel consumer.

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6

Background (continued)



- ▶ 2001
 - The Uniform Solution for Windows is released making installation, set up, and ease of use unparalleled in the point-of-sale world
 - Training tutorials and improved reliability reduce Technical Support to ½ the previous level
- ▶ 2003
 - The Uniform Solution began to use the internet to connect the uniform retailer with their vendors. Today The Uniform Solution can send Purchase Orders directly to a vendor using EDI, receive advance shipment information (ASN) to make the receiving process productive and efficient, display real-time vendor stock information right next to an item to be ordered, and show images of products listed in inventory

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7

Background (continued)

- ▶ 2007
 - The Uniform Solution enhances the retailers knowledge of product availability with real-time vendor stock reporting
- ▶ 2011
 - The Uniform Solution WebStore is released. Retailers can now easily setup and provide an eCommerce site for their customers to order products 24 hours a day, check stock status in the store, review order information, and much more!



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**THEUNIFORM
SOLUTION**

8

The Numbers

- ▶ The Uniform Solution Installations
 - 621 Companies
 - 1,096 Locations
 - 2,508 Stations
- ▶ Release Dates
 - DOS – 1993
 - Catalog – 1996
 - Windows – 2001
 - WebStore – 2011
 - SQL Server and iOS Android Support – 2014
- ▶ Direct EDI Orders in 2012
 - 134,631



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9

The Keys to Our Success

- ▶ Designed for Uniform Retailers and Dealers
- ▶ Easy-to-Use, Reliable Software
- ▶ Innovation
 - Vendor Catalog
 - Connected Features (i.e. EDI, ASN Receiving, Real-time Stock, etc.)
 - Integrated WebStore
- ▶ Great Partners
 - StrategicPartners.
- ▶ Easy to Get Started – Preloaded Inventory
- ▶ Affordable
 - The Uniform Solution is \$250/month
 - Includes The Uniform Solution, the WebStore and Technical Support



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10

The Uniform Solution Quick Tour

- ▶ The Inventory List
- ▶ Customers
- ▶ Sales Entry
- ▶ Purchase Orders
- ▶ Receiving
- ▶ The WebStore



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11

Vendor Integration Workshop

Hands on Workshop and Presentation

12

Workshop Outline

- ▶ The Inventory List, the Catalog List and the Catalog Utility
- ▶ Activating the Connected Features for Strategic Partner's Brands
- ▶ Developing a Model Stock Plan
- ▶ Auto-Creating Purchase Orders
- ▶ Sending an EDI Order
- ▶ Receiving by the Carton (ASN's)
- ▶ Real-time vendor stock status review
- ▶ Vendor Provided Product Images

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13

The Inventory List

- ▶ Contains the current products being sold, ordered, and received in The Uniform Solution
- ▶ Lists > Inventory



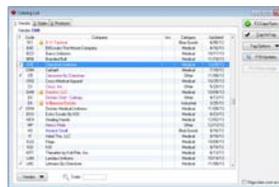
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14

The Catalog List

- ▶ Contains the current products offered from uniform vendors (Lists > Catalog)
- ▶ Can be easily updated by selecting the F10-Updates button
- ▶ Is used by the Catalog Utility to update existing items and copy new products to the Inventory List



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15

The Catalog Utility

- ▶ Copies New Products to the Inventory List
 - Product images are automatically downloaded after copying new items to the Inventory List
- ▶ Updates Existing Products in the Inventory List
 - Update prices, discontinue items, and copy new items to the Inventory List



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16

The Catalog Utility

Task – Synchronize Cherokee Products in the Inventory List with the Catalog

- Select **Lists > Catalog**
- "Tag" **Cherokee Uniforms** on the Catalog List
- Select **F2-Copy/Sync**, read the screen, and then **OK** to continue

Read Each Window Title in the Wizard

- **Step 1 of 4 –Cost Price Changes**
 - Go to the **Settings** Tab
 - Check: **Update the retail price based on the markup formula for the vendor**
 - Check: **Print a tag for each in-stock item with a retail price change**
 - Check: **I have reviewed the retail pricing update settings**
 - Select: **Update**
- **Step 2 of 4 – Discontinued Styles**
 - Select: **Print List > Preview**. How many pages of discontinued items are there? ____
 - Close the Preview Window
 - Select: **Update**

The Catalog Utility – Continued

- **Step 3 of 4 – Inventory Standard Not Matching the Catalog**
 - Select: **Update**
- **Step 4 of 4 – Copy New Items**
 - Select: **Print List > Preview**. How many pages of new items are there? _____
 - Close the Preview Window
 - Expand the selections and you will see the styles that will be copied
 - Select: **Update**
- Cherokee is now completely up-to-date and matching the Catalog
- You can close the Catalog List now

Failure is a Prelude to Success

- ▶ If at first you don't succeed, try, try, try again!
- ▶ [Check out Dudley's attitude!](#)

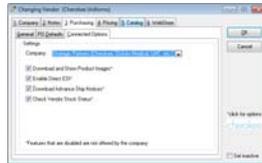
Strategic Partner's Integrated Features

- ▶ Product Images
- ▶ Direct EDI (electronic ordering)
- ▶ Advance Ship Notice Receiving
- ▶ Real-time stock reporting



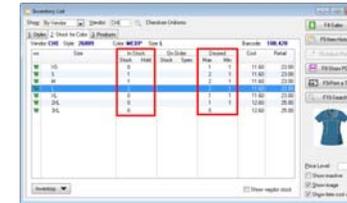
Activating the Connected Features for Cherokee Uniforms, Dickies Medical, and Littman by Cherokee

- ▶ Task 1
 - Select **Lists > Vendors**, *right-click Cherokee Uniforms* and select **Edit**.
 - Select the **Purchasing Tab**
 - Select the **General Tab**
 - Set Account Number to **"DDS750"**
 - Select the **Connected Options Tab**
 - Set the Company to **Strategic Partners**
 - Verify all connected features are set to true
 - Select **OK** to save the changes
 - On the **Vendor List**, what is the value in the "Connected" column for Cherokee? _____
- ▶ Task 2
 - Repeat these steps for Dickies Medical



Model Stock Plans

- ▶ Maximize sell through and floor space
- ▶ Enable Automatic Purchase Order Generation
 - Items are included when they fall below a minimum stock level
- ▶ Requires smaller stock levels at the store to maximize sales with a partner that ships quickly



Developing a Model Stock Plan

- ▶ Determine the best selling styles, colors, and sizes
 - Top 40 Items, Department Comparison, Detailed Item Sales, Max-Min Sales Analysis (reports)
- ▶ Establish goals for new and complimentary products
- ▶ Determine max-min values keeping stock levels as low as possible
 - Reordering frequently is key to success (i.e. multiple times per week)
- ▶ Set the Max/Min values in The Uniform Solution
 - Enter the Max/Min values for each item
 - Import max-min values into The Uniform Solution

Developing a Model Stock

- ▶ Task - Determine the Max/Min Values below for the following items:

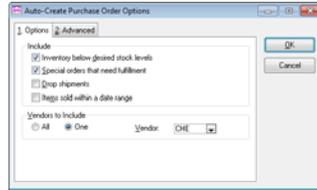
Item	Sales per Month	Max	Min
190-NAVY-XS	0.3		
190-NAVY-S	2		
190-NAVY-M	12		
190-NAVY-L	6		
190-NAVY-XL	3		
190-NAVY-2XL	1		

Task Guidelines

- Selling Zero or less
Keep none in stock
- Selling < 1 per month
Max = 1 Min = 1
- Selling 1-2 per month
Max = 1 or 2 Min = 1
- Selling 3-4 per month
Max = 3 or 4 Min = 1/2 Max
- Selling 5+ per month
Max = Greater of 4 or 1/2 Sales
Min = 1/2 Max

Creating Purchase Orders

- ▶ The Auto-Create Feature
 - Reordering "CORE" Stock
 - Reordering Fashion Merchandise
- ▶ Advanced Purchase Order Features
 - Cancel All Back Orders
 - Ignore Minimums
 - Ship Complete
- ▶ Using EDI to Send Orders Electronically



Auto-Creating Purchase Orders

- ▶ Task 1 – Create Purchase Orders for all Vendors
 - Select **Activities > Purchase Orders > F2-Auto-Create**
 - Check: **Inventory below desired stock levels**
 - Check: **Special Orders that need fulfillment**
 - Check: **Drop shipments**
 - Vendors to Include: **All**
 - Open the Cherokee PO and take a look
 - How many purchase orders were Created? _____
- ▶ Task 2 – Create a PO of Items Sold for Cherokee
 - Select **Activities > Purchase Orders > F2-Auto-Create**
 - Check: **Items sold within a date range**
 - Uncheck the other options in Include
 - Vendors to Include: **One**
 - Vendor: **CHE**
 - Start Date: **12/01/13** End Date: **12/18/13**
 - How many items were ordered for Cherokee? _____

Using the EDI Feature

- ▶ Sending a Purchase Order using EDI
 - Task
 - Select a PO on the PO List
 - Select **F11 – EDI PO**
 - Select **No** because we do not have a real purchase order and do not have Internet access
 - Is sending an EDI order difficult? _____
- ▶ Checking the Status of an EDI Order
 - How to Check EDI Status
 - Once a PO has been sent using EDI, you can verify the vendor has processed the order
 - Select **F12 – EDI Status**

Receiving by the Carton

- ▶ There is no easier way to receive than using the ASN
- ▶ Get new ASN's on the Receiving List or on the Receive Cartons Window
- ▶ Receive a Box at a time
- ▶ Print tags by box with a carton number tag
- ▶ Missing or extra tags indicate a box was incorrectly packed



Receiving by the Carton

- ▶ Task
 - Select **Activities > Receiving > List Button > New List**
 - In the Top Left Entry Fields
 - Type: **Purchase Order Receipt**
 - Vendor: **CHE** (Cherokee)
 - Select **F3 – Add ASN**
 - Check **Add each Item to the tag queue** – at the bottom of the window
 - Select Carton number ending in ..3974 and select **Add**
 - Select Carton number ending in ..3975 and select **Add**
 - Select **OK** to Save the cartons to the List, then Select OK to save the List.
 - How many tags are in the Tag Queue? _____
 - Select **Cancel** on the Tag Queue Options window
 - **Note:** tags are printed by carton and included a carton number tag
 - Select **OK** to save the Receiving list
 - Could there be an easier way to receive?

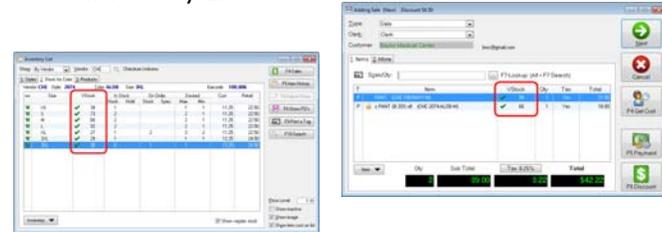
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29

Real-Time Vendor Stock Reporting

- ▶ Automatically displays the current stock level reported by the Vendor's system
- ▶ Available in Sales Entry, Purchase Order Entry, and the Inventory List



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30

Real-Time Vendor Stock Reporting

- ▶ Task 1
 - Use the **Inventory List** to determine the stock level for the following items
 - Select **Lists > Inventory**
 - In the Style Locator at the bottom of the list
 - Type **2074** then **Enter**
 - Type **ALOB** then **Enter**
 - Select the **Stock for Color Tab**
 - Repeat for **2074 CHOB**

Item	Vendor Stock Level
CHE-2074-ALOB-XS	
CHE-2074-ALOB-XL	
CHE-2074-CHOB-2XL	

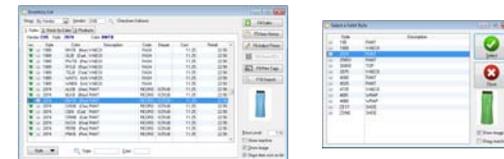
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31

Vendor Provided Product Images

- ▶ Automatically Downloaded
 - Anytime new items are added to the Inventory List
- ▶ Automatically Displayed
 - Inventory List, Inventory Search, Item Entry for Sales Entry, Selection Lists, and the WebStore
- ▶ The Web Server
 - Receives request to download images from The Uniform Solution



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32

Vendor Provided Product Images

▶ Task 1

- Use the **Inventory List** to determine the image color for the items below
 - Select **Lists > Inventory**
 - In the **Style** field below the list *type: 2074* and press **Enter**, then *type ALOB* then **Enter**.
 - Repeat for the other colors or just highlight them.
- Use the **Inventory Standards List** to view the color swatches for the Cherokee colors below
 - Select **Lists > Inventory Standards > Colors > Cherokee**

Item	Image Color
CHE-2074-ALOB	
CHE-2074-CHOB	
CHE-2074-CIEB	

Conclusion

- ▶ I hope you have learned quite a bit today
- ▶ Maybe you have “got it” more than you did when we started – like Dudley
- ▶ [The Wild Hogs conclusion as they reach the West Coast](#)

Questions