



# TrulinX<sup>®</sup>

a product of **Tribute**  
Software for Successful Distributors

**It's simple really,  
We know your business better!**

## **BILL OF MATERIALS**

THE TOOLS & RELIABILITY TO EFFECTIVELY SERVE YOUR CUSTOMERS  
FOR THOSE COMPLEX ASSEMBLIES

**If you build power units, valve assemblies, manifolds, FRLs, pumps, or hose assemblies you always have the same questions:**

- How can I ensure that all of the components in my BOM's are being committed and allocated for a job?
- How can I effectively manage or achieve the desired gross margin I prefer?
- How do I expedite the components in my BOM assemblies?

TrulinX helps you answer all these questions and more by providing one of the most versatile and sophisticated BOM capabilities on the market today!

With TrulinX, when quoting an assembly, you can pick a pre-defined BOM, auto-generate one from our Smart Part Number System, or select one that may have several versions. The key to success is the ability to perform these tasks quickly and allow for the substitutions or conversions of components on the fly. In addition, you have the ability to include labor and/or burden to get a true picture of your costs. This gives you the power to analyze your gross margin and the tools to make it grow.

TrulinX also allows you to expedite components that are on purchase orders that may prevent you missing customer required dates! The system offers a Vendor Recap Expedite Report that can be faxed to the vendors which contain those items with Forecasted Lead Times greater than the customer's required date! And you know what that means...a very unsatisfied customer! By being proactive, everyone – from the inside rep to the President - will understand the status of your assemblies!

The BOM module in TrulinX was created after countless hours spent with customers and determining their business needs. The result is a system that fits perfectly within your business.

**TrulinX<sup>™</sup> provides the following features:**

**Automatic Assembly Generator - SMART PART**

Saves time and money by allowing assemblies to be generated in seconds while it guides you through the process, especially hydraulic hoses!

**Automatic Labor Calculations by Hose Length and/or Fitting Diameter:**

Save time and increase efficiency by automatically calculating labor amounts based on the hose length and/or fitting diameter so you can capture true gross margins on all your assemblies.

**Labor/Burden Cost Tracking:** Time is money, so including your labor and overhead time is important to your bottom line. That's why the TrulinX BOM Module allows integration of labor and burden lines embedded within your BOM's to get a true picture of your gross margins.

**Multiple Versions per BOM:** For those assemblies that are always built slightly different or for a specific customer, TrulinX offers multiple versions per BOM parent which can be recalled at any time, copied, modified and even saved as a totally new BOM. This allows for more flexibility and customization of your BOM's.

**Proportional Control:** TrulinX protects against mistakes by ensuring that the right quantity per component is included on each BOM.

**Automatic Vendor Rebate Calculation:** Protect your profits with automatic rebate calculations at the component level by your specific vendors' items.

**Tribute solutions for industrial distributors.  
We're designed around your business process  
and focused on your success.**

**Tribute**  
Software for Successful Distributors

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