



TrulinX[®]

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

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

PARKER HANNIFIN

SPECIAL ADVANTAGES TO THEIR DISTRIBUTORS

What if your vendor offered discounts and you didn't qualify because of limitations in your software? Or what if they changed their requirements and your software wasn't ready - costing you time and money while you waited? Tribute has forged and maintained a strong relationship with Parker Hannifin in order to anticipate your needs. By working closely with Parker, we help our software users meet vendor requirements and maximize discounts – all while selling the product in the most efficient manner.

Specific Advantages for Parker Hannifin Distributors:

Sales Reporting

TrulinX[™] automatically generates a sales report at the end of the month that contains the information required by Parker Hannifin, such as the sales of all Parker items. Additionally, you're easily able to report component sales within complex bills-of-material per Parker requirements. Most importantly, it will eliminate the need to photocopy customer invoices, export data to Excel, or custom design a report. It is a standard option on our menu!

Automatic Calculation of Rebates

With TrulinX[™] your software automatically generates a rebate report at then end of the month that contains an invoice and rebate amount. And the same report calculates the total amount due - All done on one single setup screen with two fields, improving accuracy and saving you valuable time and money.

Automatic Price Updates & Data Base

TrulinX[™] can load the entire Parker Inventory into your system - Saving significant time and money over doing it manually. And you can automatically upload Parker pricing updates into your system via the Internet or just by dropping the Parker CD into your server and entering an effective date.

PHconnect & PHFAST Integration

TrulinX[™] allows you to generate a Purchase Order output file for the Parker Hannifin "PHFAST" program easily, then FTP to the PHconnect web site for processing.

Par Zap Integration

While Parker has automated the task of managing your inventory at a customer site with their Par Zap offering, it still takes an automated distribution package, such as TrulinX, to allow you to get the maximum value. TrulinX notifies Parker regarding the inventory transfer, then creates a text file that is

imported into the quote system for review. A sales order is then generated triggering replenishment of the parts.

Parker Stores

Easily handle your walk in business with our counter sale module designed specifically with the Parker Store in mind. It allows for easy entry of items, kits, hose assemblies, etc. In addition, it allows for a quick and easy checkout process that handles check, cash, credit cards or on-accounts, ending with a very attractive customer receipt and day-end transaction analysis.

Automatic Parker Hose Assemblies

TrulinX[™] software is designed so that you only need one format for an entire Parker Hose Series (i.e. Parker 43 Series). It walks customer service personnel through a step-by-step process generating assemblies quickly and easily. It even calculates the cut length and labor based upon the length of the hose and diameter of the fittings.

Leading Edge Parker Technology

Having a working relationship with Parker Hannifin provides Tribute, Inc. with many resources to keep our users ahead of the game. With their world headquarters only 25 minutes away from our offices, we get the opportunity to meet with them on a regular basis to ensure you have all the necessary tools to effectively do business with them. We are the only distribution software provider that has been asked to attend the Parker LEAN meetings.

Strategic Pricing

Tribute, Inc. is working with Parker Hannifin to ensure our customers comply with the requirements for Parker's Strategic Pricing program. With TrulinX[™], you will be able to successfully extract appropriate data from Parker's pricing matrices and import returned data from Parker.

Multi-Location Parker Distribution

TrulinX[™] is installed at numerous multi-location Parker Hannifin distributors throughout North America. We are committed to knowing the business and supporting our customers' success in that environment with such features as stock transfers, remote sourcing and the ability to view item availability at all locations.

Going beyond the normal software vendor relationship, Tribute, Inc. has reached out to Parker Hannifin to help us provide the best support to their distributor network today and in the future.

Tribute
Software for Successful Distributors

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