



TrulinX[®]

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

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

TRULINX[™] SUCCESS STORY

CONTROLS WEST, INC.

Early in 2004, Alison Swanson, President of Controls West, a process control and instrumentation products distributor located in Phoenix, decided that although their DISC software had served them well over the years, it was time to investigate Windows based alternatives. After a thorough investigation of several options, Controls West chose TrulinX. Cyndie Fisher, Controls West's Office Manager states, "We Love TrulinX! Our previous operating system was Unix based. Our TrulinX Windows-Based system is much easier for all our employees to use."

More specifically, Fisher listed the benefits TrulinX offers to Controls West:

- **Reporting Capabilities**

Documents and reports are easy to get. They are easy to read and look professional. Our previous system required 14x11 computer paper or pre-printed forms to load. Now we are able to use regular laser printer paper, saving money on printing expenses. We also have the option of viewing the reports without being required to print them.

- **Auto-Faxing Feature**

We love the ZetaFax feature! It enables us to send quotations, purchase orders, invoices and memos right from our desk! Aside from the convenience, we save on pre-printed forms and paper!

- **Improved Inventory Tasks**

Inventory and warehouse tasks are now quick and easy. We don't stock a lot of inventory, but ordering is almost automatic with TrulinX. Shipping documents are easy to read and packing lists are professional looking.

- **Agent Order Processing**

TrulinX makes the agent order process simple – from entering orders to processing commission receipts. We didn't find another software package that could accommodate those tasks as easily as TrulinX. We like that sales information is included in our Sales Reports.

- **Real Time Information**

TrulinX offers real time technology with MS SQL Server and Object Oriented Programming Architecture. This enables us to get up-to-the-minute sales and accounting information. Our owner can see real time information – from sales bookings to what we have in our checking account.

- **Easy Month-End Process**

The end of the month process is a breeze now with TrulinX' General Ledger and Solomon capabilities. What used to take hours is now done quickly and efficiently!

- **Excellent Technical Support**

TrulinX support is excellent. The support staff is quick to respond, knowledgeable and fun to work with. They are available by phone or email, whichever suits us best. For those times that we have an issue we need addressed, they get to it right away and then send a quick email to let me know we're all set!

Why Did Controls West Choose TrulinX?

Today's distributor needs the latest and greatest technology to keep up with customer demands for new services and to reduce overhead. The flexibility offered with TrulinX, supported by Windows SQL Database technology, allows Controls West to operate more efficiently and effectively, giving them the competitive edge.

Tribute
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