



Epicor Prophet 21 Core Features

Help to grow your sales, profits, and productivity with Epicor Prophet 21—an enterprise resource planning (ERP) software solution for distributors. Prophet 21 comes packed with innovative core features that help distributors like you stay ahead of the competition.

Technology

Epicor Prophet 21® software combines proven distribution expertise with web-enabled infrastructure and a modern technology stack—including HTML5, Angular JS, .NET, and SQL Server®. Cloud and on-premises deployment options are available. Prophet 21 software features include:

- Multicompany compatibility
- Integration with Microsoft Word®, Excel®, and Office 365
- Portal Views
- Integrated Forms
- Forms Designer—requires Crystal
- Reports® license
- Email directly from the solution
- Set workflow events and alerts
- Online help
- Document linking
- DynaChange® Screen Designer
- DynaChange Tab Designer
- DynaChange Menu Designer
- DynaChange Navigator
- DynaChange Portals
- Security controls
- Notes capabilities
- Time stamp business transactions
- Audit trails

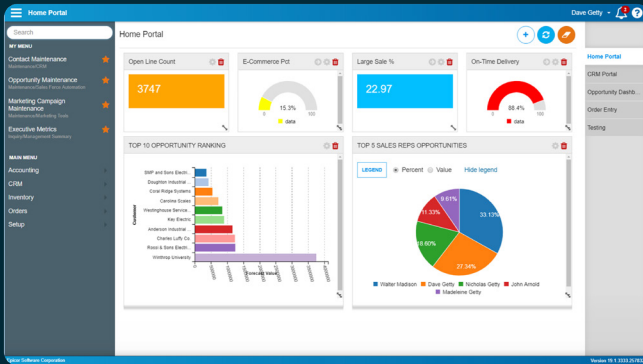
THE PROPHET 21 ADVANTAGE

**HELP TO GROW YOUR SALES WITH
TOOLS THAT HELP YOU BUILD
CUSTOMER RELATIONSHIPS**

**IMPROVE MARGINS WITH PRICING
OPTIMIZATION, INVENTORY
MANAGEMENT, AND ANALYTICS**

**SET YOURSELF APART FROM THE
COMPETITION WITH UNMATCHED
CUSTOMER SERVICE**

**IMPROVE PRODUCTIVITY AND BOOST
EMPLOYEE EFFICIENCY**



Customer Relationship Management (CRM)

Prophet 21 CRM helps you manage prospects, customers, and contacts—from opportunity, to quote, to order.

- Track prospect and client information
- Contacts integrated with fax and email
- Track opportunities
- Access key information from one screen
- Customer Master Inquiry
- Sales Master Inquiry
- Create and follow up on tasks
- Multiple ways to look up customers

Order Entry

Whether orders are entered at the counter, remotely via a mobile computing device or laptop, or over the web, information goes directly into your Prophet 21 solution for faster processing—eliminating manual work and rekeying errors.

- Enter quotes and orders
- One screen quote/order entry
- Price and availability requests
- Quote conversion
- Release schedules/blanket orders
- Multiple location processing
- Front counter sales
- Non-stock item creation
- Unlimited item information
- Accessory and substitute items
- Signature capture (requires hardware)
- Knitting and production orders
- Secondary processing
- View customer past orders and quotes
- Multiple ways to classify orders
- Serial and lot tracking
- Return Material Authorization
- Restricted Items

Pricing

Prophet 21 system gives you the flexibility to set prices as you see fit—helping to ensure you maintain your margins while meeting customer and market demands.

- Comprehensive pricing matrix
- Flexible pricing
- Contract-/job-based pricing
- Promotional pricing
- Second-pass discounting
- Changes and exceptions
- Sales analysis
- Pricing service

Inventory Management

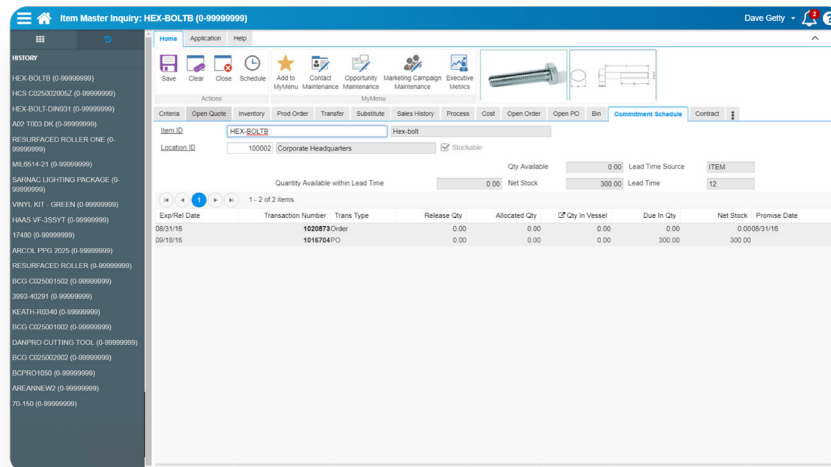
Balance your customer service needs while maximizing your return on investment with advanced inventory management capabilities.

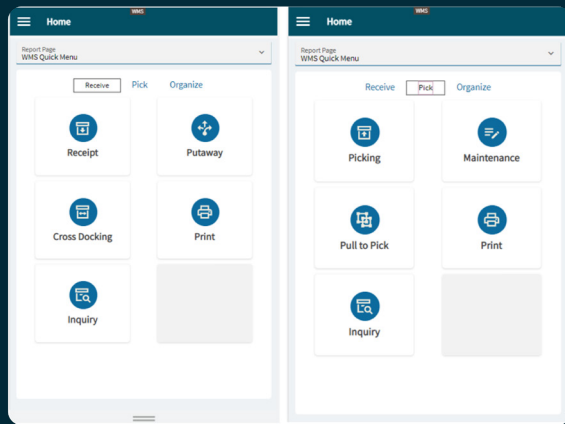
- Multiple inventory replenishment methods
- Dynamic purchasing methods
- Advanced demand forecasting
- Seasonal usage forecast
- Regional distribution centers
- Transfer surplus items between branches
- Bin management
- Lead-time per item per location
- Convert non-stock items to stock items
- Container receipt tracking
- Vendor-managed inventory
- Distributor-managed inventory
- Vendor returns
- Identifies and adjusts sporadic demand patterns

Purchasing

Prophet 21 software centralizes the purchasing process to enable you to optimize buying power and inventory levels—whether you have one warehouse or dozens.

- System-recommended replenishment
- Choose from multiple purchasing options
- Generate purchase orders for rush and drop shipments—from purchasing or order entry
- Compute landed cost
- Distribute freight to item cost by weight and/or quantity
- Track vendor rebate programs
- Create and track vendor RFQs
- Warehouse Management
- Direct Through Stock
- Supplier Integration and Supplier Scorecard





- Dimensional reporting
- Export financial data to Excel
- Online cash collections
- Designate customers' invoice preferences
- Apply cash receipts to multiple invoices
- Convert foreign currency
- Automatic invoice reconciliation
- Close individual journals within a period
- Process payments and rebate
- Automatically reinstate vendor invoices for payment when voiding checks
- Pull up inventory receipt by the external purchase order number
- Set default purchase accounts
- Bank/cash account reconciliation
- ACH process for payments to US banks

Warehouse Management

Warehouse Manager is a paperless warehouse solution for Prophet 21 software that brings a new level of accuracy to all warehouse processes—including picking, receiving, cross docking, put-away, and more.

- Real-time cycle counting
- Label printing and bar coding
- Tagging/license plating
- Bin replenishment
- Flexible device options

Financial Management

Prophet 21 solution comes packed with a host of important financial features that provide vital insight into your company's well-being. Receive up-to-the-minute financial statements, track outstanding detailed customer invoices, and integrate your inventory receipts and purchase orders to streamline your AP processes.

- General Ledger (GL), Accounts Receivable (AR), and Accounts Payable (AP)
- Real-time information
- Transaction drill-down
- Write financial reports

Epicor Report Studio

Epicor Report Studio is an integrated reporting tool that is built into Prophet 21 software to help your organization make the most of your ERP data. Modern and intuitive, Report Studio can help you gain insight and visibility using your ERP data. Anyone in your organization now can run reports without the need for special coding or database skills. The reports are easily exported to Excel for you to use the data as you need it. With built-in role or individual-based security, and the ability to schedule or email reports, your entire organization can drive efficiency and increase your overall profitability.

Epicor Virtual Agent

Epicor Virtual Agent (EVA) is an intelligent digital agent that enables users to get information and perform actions in a quick and easy way in their Prophet 21 system. Users will be empowered by the context-aware natural language processing (NLP) of EVA, with whom they can converse and ask about items, pricing, and customers with their own words. The EVA app runs on iOS and Android smartphones and tablets using voice or text and in a chat panel using text in the Prophet 21 Web Application.



We're here for the hard-working businesses that keep the world turning. You're the companies that make, move, and sell the things we all need. Trust Epicor to help you do business better. Your industry is our industry, and we understand you better than anyone. By working hand-in-hand, we get to know your business almost as well as you do. Our innovative industry solution sets are carefully built to fit your needs and respond flexibly to your fast-changing reality. We accelerate ambitions, whether you want to grow and transform, or simply become more productive and effective.

That's what makes us the essential partner to the world's most essential businesses.

Contact Us Today: info@epicor.com | www.epicor.com

This document is informational only. Epicor Software Corporation makes no guarantees, representations, or warranties to the information and disclaims, any implied warranties, such as fitness for a particular purpose, merchantability, satisfactory quality, or reasonable skill and care. Testimonials are unique to the particular user and may vary. Epicor and the Epicor logo are trademarks of Epicor Software Corporation. Other trademarks are the property of their respective owners. Copyright © 2024 Epicor Software Corporation. All rights reserved. Rev. Date March 1, 2024.

