



Kerridge
Commercial Systems



Navigator

Sophisticated business solution designed for the flooring, tile, natural stone, and general building products industries.



Manage your focus, wherever your business needs it.

Navigator provides the tools you need for a modern workforce, to satisfy the growing expectations of today's customers. With a comprehensive suite of modules designed to meet the needs of the flooring industry, Navigator allows you to run your business, your way!



KCS is a first-class organization with a Tier 1 ERP solution. They continually illustrate this by their commitment to the industries' ever-changing requirements, R&D-utilizing customer collaboration, flexibility in their software and outstanding support.

Douglas AJ Wilcox, VP Supply Chain, Logistics & IT, Shnier, GESCO LP



KCS has been a reliable strategic partner of Virginia Tile for over 30 years, and our partnership with them has been a key factor in our growth and success.

Virginia Tile

Navigator has been designed with the user in mind, whether they are an employee, a customer accessing your website, or a supplier seamlessly integrating with your inventory systems.

Navigator incorporates significant input from our customers, many of whom are recognized as the leading retailers, distributors, and manufacturers in our sector. Navigator draws upon our unprecedented 30+ years of experience in the flooring, ceramic tile, and other home décor industries.

With customizable user dashboards and comprehensive industry-specialized applications, your business can streamline operations, act on timely and complete information, and accelerate profitable growth.



Navigator delivers the following benefits:

- A modern user experience
- Intuitive workflows throughout
- Easy-to-use interface to allow multiple generations of users to perform their jobs with minimal training
- User-specific "dashboards" that feature each user's most utilized applications and tools
- A flexible system that grows and adapts to your organization, accommodating new business requirements when they emerge
- Supported by our team of industry experts, we not only know software but also the industry we serve. We have been dedicated to the flooring, tile, and natural stone industries for 30+ years.

Navigator is designed to help you get closer to your customers, build profits, and manage your margins. From your sales teams to your back office, Navigator has been developed to improve the day-to-day performance of your team.

Navigator at a glance

The business platform of choice for the flooring and tile distribution industry

Navigator comprises a full suite of highly sophisticated modules to enable you to control every aspect of your business, from sales and procurement, right through to supply chain logistics, warehousing and full financial management. Whatever your sales channel - phone or email, over the counter, via EDI or the internet - you can quickly and easily process customer orders within Navigator.

Optimizing your inventory is made simple with Navigator. Easily identify the right roll to cut for the job, and use the comprehensive warehouse and transport functionality to get the goods to your customers quickly and efficiently. Business intelligence dashboards also give you the insights you need to stay on top of all aspects of your operations.



A solution designed for the flooring industry

✓ Omnichannel solution for your business

- Orders entered via websites, web services, EDI or call centers allocate the right shade, dye lot, roll, or piece from the right distribution point or store, without any user decision required based upon system rules.
- For flooring retailers that provide installations services, Navigator provides special order entry templates that, for each product, show the installation products, techniques, and options that go with the product being installed.
- It's easy to schedule installation jobs within Navigator - you can view available resources and simply allocate the job.

✓ Inventory Selection Optimizer

- Navigator enables you to view available inventory across your branch network. It will determine the most suitable option for your customer based upon criteria such as the closest match from roll/batch, or the area to which the goods are to be shipped to.

✓ Cut to order with ease

- Complete support for the cutting of rolls, including complex algorithms that decide which roll is best to cut.
- Comprehensive support for the cutting of laminate countertop goods, including complex cuts that pick one size, cut another, and return still other sizes to stock.

✓ Electronic data interchange made easy

- With Navigator, you can simply integrate your floor covering business-to-business electronic transactions, enabling you to process large volumes of transactions quickly and efficiently.

✓ Multi units of measure

- Buy tile in square yards, sell in square feet, pick in cartons, ship in pallets.
- Buy carpet in square yards, sell in feet/inches, price by the square foot, inventory in rolls, cut in lineal-decimal feet.
- Manage natural stone slabs, each with unique measurements and characteristics. The selling measurements can be negotiated and differ from the actual inventory measurements.

✓ Powerful warehouse management that delivers real efficiencies

- Navigator enables you to build pallets so that tiles won't shatter, load products in the correct sequence, and issues applicable labeling automatically by customer and product type.
- Direct your picks to assigned wrapping and staging stations, then to dock and truck.



Manage your opportunities and quotations with ease

Customer Quotation Management

This powerful module has all the functionality you need to manage your sales cycle from prospective client through to winning the business. For your customer and prospect communications, it opens up opportunities to review and improve service, deliver customized campaigns, offers, and incentives, or simply to keep in touch.

Across your entire business operation, knowledge can be analyzed, shared and used to understand your customers and the most effective contacts to work with. Manage your opportunities with ease:

Opportunities

- Enter and track potential sales against particular projects
- Record notes and attachments against each opportunity
- Ability to transfer ownership to another sales person
- Set sales stages and probabilities
- Record won/lost status for each opportunity

Job Quotes

- Quotes can be created and linked to specific opportunities
- Specify account and add products to each quote
- Convert job quotes to orders within Navigator
- Issue your quotes via email if required

Field sales and customer information from your mobile device

Sales Portal - Gives you visibility into real-time inventory levels and customer-specific pricing. Access customer phone numbers or email addresses for quick communication. Reps can stay on track with immediate viewing of current and historical sales performance.



Integrated financial management for your businesses

Fully-integrated financial management

With a full suite of financial modules, Navigator enables you to track all aspects of your financial performance, with multi-company processing. Real-time general ledger postings for all system-generated transactions means you are always up-to-date with your financial performance.

Effective receivables management

Real-time credit limit tracking with immediate notification of orders on credit hold or released allows your team to effectively and efficiently manage your receivables, and to maximize your cash position.

Real-time report writer

Provides the ability to extract real-time data to build customized reports, no matter what the need.

Manage accounts payable with ease

Flexible matching options ensures you can quickly manually match invoices to purchase orders, or you can automate this process with EZAP. Integrated check and ACH payments processing allows for easy settlement of accounts, with support for alternate and associated vendor processing.

Avalara
AvaTax

Avalara AvaTax – calculate and report sales tax with ease, with this powerful tax solution.

Avalara
CertCapture

Avalara CertCapture – easily store and reference sales tax exemption and reseller certificates.



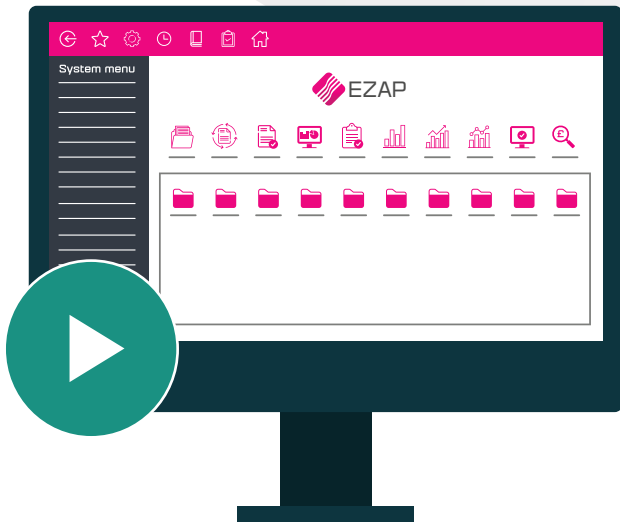
Since 1991, our partnership with KCS has helped us deliver a high level of service to our customers. They have been, and continue to be, supportive of our company's vision for system and online enhancements.

Southern Diversified Distributors Inc

A solution that drives real financial efficiency!

Manually entering and matching vendor invoices can be a time consuming and error strewn. EZAP enables you to automate the import and matching of invoices. It also enables you to automatically store a digital copy of the invoice, making it easy to retrieve when needed.

Reduce time and effort and save money with EZAP and Navigator



Process your vendor invoices electronically

Manage your vendor invoice processing through EZAP, a sophisticated solution that enables you to electronically upload vendor invoices from email attachments directly into Navigator. Once imported, these invoices are automatically matched, and stored within EZAP, removing the cost of manual data entry and printing.

Save time and money - and reduce waste!

With quick access to the customer and financial information needed to chase outstanding debt, your team can drill through transactions to access order and delivery details. They can also view any disputes and be fully-informed to get the job done efficiently!

Empower your staff to make data-driven decisions!

Navigator offers a pre-built Executive Dashboard giving management real-time insight into sales, operational and financial information, allowing you to identify which areas of your business require the most attention. You can drill into specific data and track your progress against KPIs in just a few clicks. Make better informed decisions with Navigator!

Business Intelligence at your fingertips

Navigator's robust interface to Phocas provides direction and keeps end users and executives focused on goals with actionable insight to support key performance areas.

Phocas.



Full visibility into customers and goals ensures that your team can stay on top of up or down trending, empowering them to quickly react to customer requirements or situations at hand before it becomes too late to react.



**Get in touch with
us today and
discover how
Navigator can
transform your
business >**

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Your business. Your way.

