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NEWS & NEW MODULES

TopForm® Image Library

The TopForm® Image Library is used to digitally store all of the documents and images typically needed in a distributor's business and to conveniently index these documents to the associated transactions.



TopForm® DocuCenter

TopForm® announces the availability of TopForm® DocuCenter. DocuCenter is an Internet based application that provides your customers with content management and on-line ordering for their internally generated print on demand documents.



» RESOURCE PRINT MANGEMENT

TopForm® Leads the Industry in XML Interoperability

Today, more so than ever, distributors are using technology to grow their sales and become more efficient. TopForm® has been at the forefront of the development to provide their distributor customers with the XML tools to do just that. One recent success story is told by an industry leader and one of TopForm's most successful customers, Resource Print Management in Fort Worth, Texas.

The Company - RPM

RPM, founded by Glen James and Frank Poeschel, has been in business since 1996. When they implemented TopForm®, in February of 1998 they had five employees and revenue of about \$1 million. Today they have 36 employees and have grown their revenue to over \$15 million.

The Opportunity

RPM had an opportunity with a very large Retail chain. This Retailer wanted to outsource the receiving and the distribution of all the products they consumed in the course of their business. Besides print, this included everything from aprons to knives, from signage to nails and screws. The Retailer used PeopleSoft Software and would have no part in the duplicate data entry of having to access any third party software or web offering. The company that would be awarded this \$1 million plus opportunity would be able to send and receive data via XML.

The Solution

The solution involved a two way exchange of data via XML to eliminate redundant data entry for RPM and the Retailer.

- As the Retailer issued purchase orders within their PeopleSoft accounting system, the purchase order data is sent via XML and received by RPM's TopForm® system.
- As the product was received into RPM's distribution center, receipt records are sent via XML, so that the Retailer's Purchase Order in PeopleSoft could be closed and the accounts payable invoice created.
- If the product is one that is actually being sold by RPM to the Retailer, RPM's system automatically invoices the Retailer.
- When the Retailer needed any of the products, an entry in their PeopleSoft system creates the XML release which TopForm® receives.
- As TopForm® interfaces with all of the major shipping systems, the shipping information, including the tracking ID numbers are sent back to the customer, again via XML.
- Routine Inventory Adjustments and daily inventory counts are also XML transmissions.

The Benefit

Not only did RPM win the business through their superior technology, but by being able to completely automate the 1000 line items released each day much of the profit from this \$1 million dollar plus opportunity dropped right to the bottom line.