Welcome to the TECHNOSPHERE

An overview of some of the industry's online service providers

Epromo Solutions LLC

Distributor Management Suite (DMS)

Features: DMS is a fully integrated business-management suite that includes order processing, accounting, customer management, lead management, individual and corporate calendars, Web site, product database and more.

Cost: DMS has a set-up fee of $1,995 for a builder or $3,495 custom and a monthly hosting fee of $69.95.

E-Store Company Store Solution

Features: E-Store is a company store which can be built using one of more than 100 site templates or custom designed. Other features include full e-commerce capabilities, unlimited product display, coupons, discounts, gift certificates, customer "My Account" area, automatic tax and shipping calculations, inventory management, customer and sales management and hundreds of other customizable features.

Cost: E-Store has a set-up fee of $695 for a builder or $1,295 custom and a monthly hosting fee of $49.95.

Training: All Epromo systems include online training manuals, and new customers are encouraged to schedule free training sessions with the customer support department.

Tech support: Free e-mail and phone support are available Monday through Friday from 8 a.m. to 5 p.m., MST.

Demos or samples: Two-week trials are offered for all Epromo products, and they can be set up at www.epromo.com. Demo sites are also available; request access to these sites from an Epromo account manager.

Prerequisite knowledge, software or computer systems: Basic computer and Internet knowledge.

Buttonwood Technology Group LLC

eStore

Features: eStore features unlimited custom Web sites with order management, e-commerce and reports geared toward salespeople who sell up to $500,000 a year in online business, want to manage their Web sites themselves and spend less than two hours per week on e-commerce. eStore integrates with QuickBooks and features product configuration for online ordering and supplier integration to ensure accurate product and pricing data.

Cost: $500 setup and $99 per month.

Trading Station

Features: Trading Station offers all the features you need to sell to a Fortune 500 company, and is geared toward distributorships that sell, or hope to sell, more than $1 million in online business annually; have a full-time employee devoted to managing e-commerce; and employ a marketing and merchandising staff member to assist. Trading Station integrates with Profit Maker, MAS, Great Plains, Xetek, Lakeshore and others and features product configuration for online ordering and supplier integration to ensure accurate product and pricing data.

Cost: $8,000 setup and $1,000 per month, plus $1.25 per order on unlimited sites.

Training: Training for eStore is available through webinars and telephone training. Trading Station training is available on-site and via webinars.

Tech support: Tech support is offered via e-mail and phone.

Demos or samples: eStore offers a 30-day, risk-free trial. A demo of the sites is available at www.unlimitedcompanystores.com. Visit www.decorateondemand.com for a demo of Trading Station.

Prerequisite knowledge, software or computer systems: Basic computer skills, as well as basic marketing and merchandising skills for Trading Station.

The Logo Network

MDW (My Distributor Website)

Features: MDW offers more than 100,000 blank products. Users can login or upload a logo to instantly display on every product, in every color. Monthly newsletters also display the viewer's logo on the products featured in each newsletter.

MSW (MySupplier Website)

Features: MSW allows distributors to login and select a logo from their own saved library to add to every product on the supplier Web site, which can then be sent to buyers. Build-a-Site feature allows distributors to replicate and brand the supplier Web site with the distributor's identity.

SpecSample

Featres: SpecSample is a virtual design studio.

iCarrots

Features: iCarrots is an online program management system for incentives and awards programs featuring 5,000 name-brand awards or upload your own awards.

PPS (Promo Power Search)

Features: PPS is a product-research platform in which every product is verified with suppliers every 24 hours.

EQP Club

Features: EQP Club features more than 100 suppliers offering EQP/NQP pricing to club members.

SalesBulletins

Features: SalesBulletins allows distributors to create sales fliers with the client's logo displayed on each product.

Cost: TLN membership is $19.95 per month or $195 per year. MDW is $20, $35 or $50 per month, depending on the Web site plan chosen. Other products are free with a TLN membership.

Training: TLN provides a training manual, as well as online tutorials. All TLN software is built to allow anyone to use. Only general computer skills are required.

Tech support: Free and unlimited tech support is available via phone at 866.564.6247.

Demos or samples: All TLN services are provided with a free, 30-day trial. Unlimited demo Web sites are available at www.distributordemo.com.

ASI

ESP Online

Features: ESP Online features a product database with more than 3,500 catalogs from 2009; supplier-confirmed data; high-resolution product images with 95 percent on solid-white backgrounds; a presentation tool with end-buyer "click and order" capability; virtual samples; an industry-standard, integrated purchase order tool; mobile phone supplier look-up; PromoCafe online networking area; a Client Projects feature with access to all client products, presentations and virtual samples; and supplier ratings.

Cost: Pricing for ASI services includes an ASI number and membership benefits. Package pricing with ESP Online/LogoMall varies to fit the size and needs of each distributor's business, and starts at $99 per month.

LogoMall

Features: LogoMall features hundreds of thousands of products available for purchase using the same online shopping technology as Home Depot, Barnes & Noble and Walmart.com. A suggestion tool provides additional, related ideas; custom designs available; users can add video and quickly change the copy, look, featured products and more; secure shopping cart; "Quick Request" lead-generation feature; themed online catalogs; e-mail a friend option; wish list; and a $1,000 contest paid by ASI.

Cost: Pricing for ASI services includes an ASI number and membership benefits. Package pricing with ESP Online/LogoMall varies to fit the size and needs of each distributor's business, and starts at $99 per month.

ASICentral.com

Features: ASICentral.com provides informative, interactive content, videos and blogs. Its search function is powered by Google, and the site provides links to the ASI advertising specialties impressions study, the weekly ASI Internet Radio Show and the ASI Store.

Cost: Free

Training: ASI offers multiple free training opportunities during normal business hours for ESP Online and LogoMall, including one-on-one with your ASI distributor services representative and live Webinars with ASI support at www.asicentral.com (www.asicentral.com/elearning for ESP Online). Live classes are offered at ASI trade shows and Advantages Roadshows.

Tech support: Tech support is available during normal business hours via phone at 800.546.1350, through e-mail at support@asicentral.com or using the chat feature at www.asicentral.com. Community support for ESP Online is available anytime in the PromoCafe feature.

Demos or samples: Free demos of ESP Online and LogoMall provided for distributors.

Prerequisite knowledge, software or computer systems: ESP Online runs on Windows OS or Macintosh (with Parallels software).

SolveIT Inc.

### CustomView Suite of Solutions

Features: CustomView has three modules for the promotional products industry – eStore (which comes with eDistribute and eCatalog), eVirtual and eGain. eStore is a virtual storefront with products, pricing, shopping cart, payment gateway and more. It has two sub-modules: eDistribute, to set-up multiple Web stores with individual branding, and eCatalog, to build branded virtual catalogs on the fly. eVirtual is an advanced virtual-sample tool for customer use. eGain is a lead-management tool.

Cost: One-time set-up fee for eStore starts at $500, and monthly fees begin at $50. eDistribute is plugged in with eStore for an annual cost of $2,000. eVirtual starts at $19.99 per month. eGain is $250 a month.

Training: CustomView doesn't require formal training; however, any necessary training will be provided on request.

Tech support: SolveIT offers tech support and has its own issue-tracking system where customers can submit their software problems and the company tracks and rectifies them.

Demos or samples: Demos for eVirtual and eGain are available at www.customviewonline.com. Customers can request a demo for other modules that will be provided via e-mail or through a phone conference.
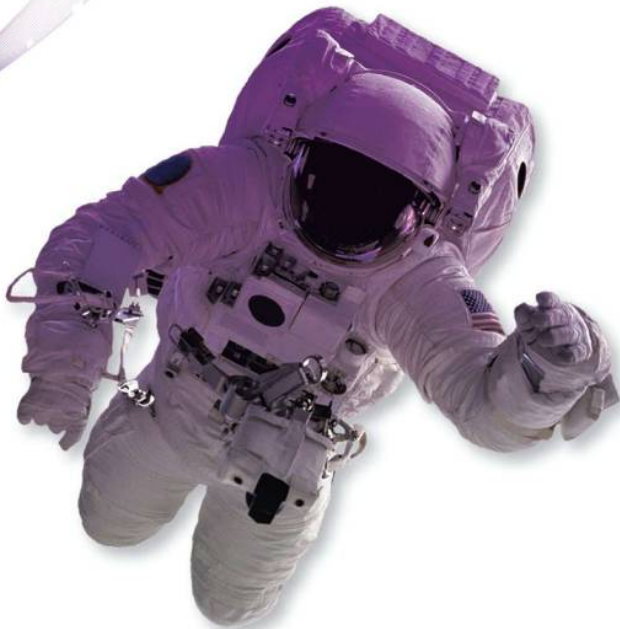
DistributorCentral

Service Provider, Product Database

Features: DistributorCentral offers free product research along with Web sites, domain hosting, presentations and Web site templates for distributors. Suppliers' products are available on thousands of distributors' Web sites for end-user ordering. A full shopping cart feature is available for each Web site, along with invoices and POs to send from the distributor to the end customer.

Cost: Free for distributors.

Training: DistributorCentral offers online video tutorials, guides and live classes.

Tech support: A free technical support line is available at 888.516.7401, or e-mail info@distributorcentral.com.

Demos or samples: Example Web sites are available in each account for reference, and templates are available to create your Web site. Go to www.distributorcentral.com and click on "Join DistributorCentral" to get started.

Prerequisite knowledge, software or computer systems: DistributorCentral is Internet-based, so an Internet connection is required. Web-development skills not necessary.

Office Beacon

Artwork Services

Features: Office Beacon offers art services, including vector art and virtual samples with 24-hour delivery.

Cost: Basic vector art costs $8.95 and virtual samples are $14.95. Discounted rates are available for 10 or more orders per day.

Tech support: Tech support is available at 877.214.3434.

Prerequisite knowledge, software or computer systems: None — orders can be processed via the Web site or e-mail.

Essent Corp.

Compass On-Demand

Features: Compass On-Demand offers fully-integrated accounting, marketing, customer service, customer support, customer relationship management, order entry, order tracking, purchasing, inventory control, barcoding, workflow automation, job scheduling, fulfillment, UPS/FedEx integration, real-time shipping rate calculator and rate shopper, warehouse management, customer Web self-service, company Web storefront and e-commerce.

Cost: As low as $129 per month.

Compass Business Management System Enterprise Edition for large distributors

Features: Product features and highlights include fully-integrated accounting, marketing, customer service, customer support, customer relationship management, order entry, order tracking, purchasing, inventory control, barcoding, workflow automation, job scheduling, fulfillment, UPS/FedEx integration, real-time shipping rate calculator and rate shopper, warehouse management, customer Web self-service, company Web storefront and e-commerce.

Cost: Starting at $25,000.

Essent SiteBuilder Pro

Features: Fully-integrated promotional product industry specific Web content management system and e-commerce platform that allows end users to create and maintain Web sites. Available features include: HTML editor; search functions; featured products; FAQ; blogging; social network bookmarks; surveys; customer-specific pricing; order quantity aggregation among multiple products for quantity discounts; minimum order quantity; promotions and specials; shopping cart; multiple payment methods including credit card, gift certificates and net terms; multiple delivery locations/warehouses; my account customer self-service; e-mail requests and opt-in; artwork management; search engine optimization; and more.

Cost: Company stores as low as $29 per month; e-commerce as low as $79 per month.

Essent SiteBuilder Pro Ariba PunchOut Edition for large distributors

Features: Fully-integrated Web content management system and e-commerce platform that allows end users to create and maintain Ariba Buying Network PunchOut Web sites. This edition has all of the available features of SiteBuilder Pro plus Ariba PunchOut, cXML purchase order generation and receipt, cXML invoice generation and delivery.

Cost: Starting at $999 per month.

Essent SiteBuilder Pro SAP OCI RoundTrip Edition for large distributors

Features: This edition is a fully-integrated Web content management system and e-commerce platform that allows end users to create and maintain SAP Supplier Relationship Management (SRM) Open Catalog Interface (OCI) RoundTrip Web sites. It includes all the features of SiteBuilder Pro, plus SAP RoundTrip with Open Catalog Interface.

Cost: Starting at $999 per month.

Essent Compass SAGE Connector

Features: SAGE Online product from within the Compass Business Management System

Cost: Starting at $999 per month.

Training: Training available onsite or through webinars

Demos or samples: Demos and trial periods available.

SAGE Quick Technologies

SAGE Online

Features: SAGE Online is a research tool. Its database includes 850,000 promotional products from 4,300 suppliers. SAGE Online also includes: the ability to create presentations for customers, to prepare quotes and to perform multiple searches at once with "tabbed" searching; supplier-verified products; virtual sampling; a trade show information and planning area; and industry magazines in the publications area.

Cost: $495 a year or $49 a month.

SAGE Mobile

Features: SAGE Mobile is a mobile research solution for promotional products, suppliers and trade shows for anyone with a Web-enabled phone to perform full research. Includes product searching, supplier searching, product images, full supplier catalogs, trade show information, access to the SAGE Online Project Center and more.

Cost: $55 a year or $5 a month.

SAGE WebExpress Pro

Features: WebExpress Pro is an advanced user-customizable Web site and proactive marketing tool. WebExpress Pro allows distributors to: create powerful, personalized sales presentations; add links to your preferred suppliers, full-featured online showrooms; news and events to keep your customers informed; and more.

Cost: $295 a year or $29 a month.

SAGE WebStore

Features: SAGE WebStore is a complete e-commerce solution with promotional product searching that distributors can integrate into their Web sites. WebStore gives customers the ability to browse the entire SAGE database of more than 850,000 products on a distributor's Web site using our search engine. SAGE WebStore integrates with your own site, provides personalized item numbers, removes unwanted suppliers or categories and includes price-customization features.

Cost: $295 a year or $29 a month.

SAGE Company Stores

Features: The SAGE Company Store is a turn-key e-commerce solution enabling distributors to quickly and easily build custom stores for clients' branded merchandise. With a Company Store, you can: select SAGE items or add your own, customize each store in minutes, choose a domain name and upload logos. Company Stores handle orders, requests and quotes; have electronic art capabilities; and do not have transaction or usage fees.

Cost: $195 a year or $19 a month.

Training: SAGE offers free training webinars on Mondays, Wednesdays and Fridays at 1 p.m., CST, for SAGE Online and on Fridays at 3 p.m., CST, for SAGE Company Stores, SAGE WebStore and SAGE WebExpress Pro. One-on-one training sessions with SAGE training specialists are also available for these products. For SAGE Mobile, distributors can call their account executive to set up a one-on-one training session. The SAGE Seminar Series is a free, traveling training and educational series offered in various cities throughout the country.

Tech support: For SAGE Company Stores, SAGE Mobile, SAGE WebExpress Pro and SAGE WebStore, distributors can call SAGE at 800.925.7243 or e-mail support@sageworld.com. For SAGE Online, distributors can also use an online chat system by clicking the "Live Research Assistance" link. Tech support hours are from 9 a.m. to 5 p.m., CST.

Demos or samples: Demonstrations of SAGE Company Stores, SAGE WebStore and SAGE WebExpress Pro are available during webinars. SAGE offers a free 30-day trial of SAGE Mobile and SAGE Online.

Prerequisite knowledge, software or computer systems: SAGE Online requires a Pentium or faster computer; Windows 2000, XP or Vista (or Mac with Windows-emulation only); at least 512 MB RAM (higher recommended); 100 MB free hard drive space; Internet connection; 1024x768, hi-color or true color video resolution. SAGE Mobile will operate on any Web-enabled mobile device. Other products require just an Internet connection.