

SMC Data Systems Background

Established in 1980

- Dani was asked to attend round table discussions with IBM executives. Meeting objective: Enhance the IBM DMAS Distribution Software.
- "3X/400 Magazine" published how SMC helped SFI Distributor grow from \$6 Million to \$45 million thru M&A.
- Crain Magazine published how SMC Inventory Management System paid for itself in 36 months ROI (\$100,000).
- Since 1998 we have Represented VAI ERP Software with Warehouse Automation, Financials, Analytics, CRM.
- VAI was Established in 1976 and Employs 200 professionals.
- VAI has 5 Customer Support locations in the USA.
- VAI Clients are based in the USA, Canada, and the Caribbean.

Dani has conducted 50 million dollar transactions on a handshake.

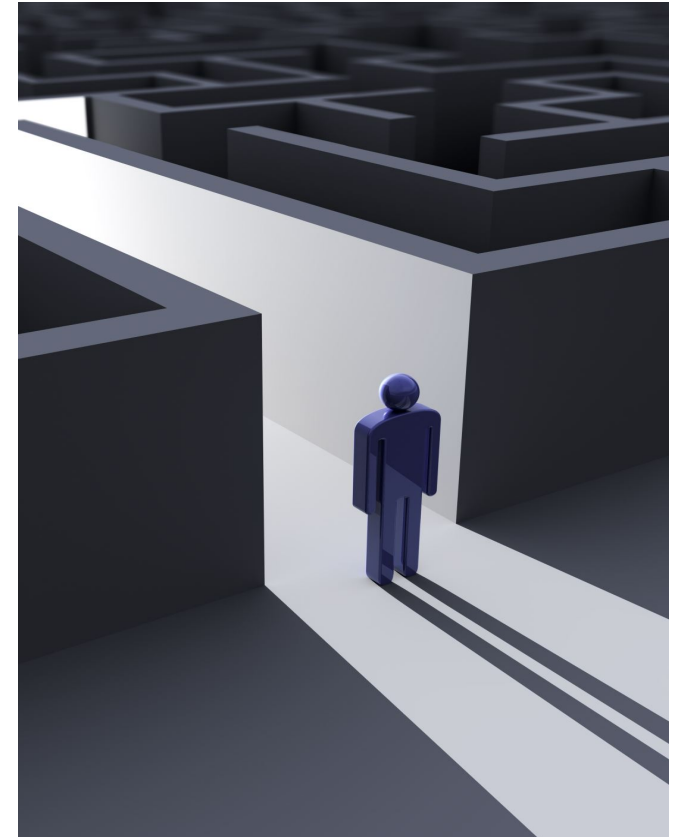


VAI ERP Integrated Warehouse Software

For Mid-Market

Manufacturing, Distribution, Food, Pharma

- Single Database Integrated Software.
- Built on an IBM platform, with v.6.1. Web Sphere as a web portal/java-based.
- IBM COGNOS has Real-time Predictive Analytics to the VAI Software Data.
- Real-Time E-Commerce Catalog.
- Vendor Managed Inventory.
- Identify Slow-moving and Obsolete Inventory.



What Makes **VAI Different** from Other Software Providers?



- **Single Database** Integrated ERP Software for the Manufacturing, Distribution, Food and Pharma Industries.
- **Eliminates the need to have Multiple Software Platforms** when M&A occurs.
- **Five U.S. Based Customer Support locations** (8:00 am – 8:00 pm, Mon-Fri phone/email).
- **24/7 days Support** is available with special contract.
- Demo is **tailored to meet the Customer Business Requirements**.

VAI Customer Support

- All support is done by VAI personnel not by outside vendors.
- VAI Software can be Customized to meet the customer business requirements.
- The training is done at the VAI location in LI and/or customer locations.
- VAI In-House project managers address the business requirements.
- VAI Support/Training teams remain on-site until no longer needed.



ERP | WMS Core

Enterprise Resource Planning & Warehouse Management

- Distribution
- Inventory & Accounting
- Sales & Forecasting
- Manufacturing
- Warehouse Management
- Industries: Food, Pharma

E-Commerce

- Web Storefront
- Customer Self-Service
- E-Catalog

CRM

- Sales Force Automation
- Marketing
- Lead & Customer Management

Mobile

- Order Processing
- Proof of Delivery
- Route Sales
- Warehouse Mobility

Analytics

- Advanced Reporting
- Dashboards
- Performance Monitoring
- Predictive Analysis

Awards





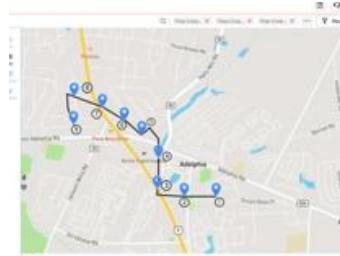
1. Basic Truck Routing

Truck Utilization Rate: Achieve up to 85%+ truck capacity usage.

Manual Route Review Time: Reduce by 25-30%.

Expected Benefits

- Simplifies route planning with pre-assigned customers and stops.
- Improves visibility of daily truck load capacities.
- Reduces time spent on manual order organization and route allocation.



2. Advanced Route Optimization Integration

- Fuel Savings: Reduce fuel costs by 10-20%.
- Route Efficiency: Decrease driving distance by 15-30%.
- Fleet Reduction: Minimize truck requirements by 10-15%.
- On-Time Deliveries: Increase on-time delivery rates by 20-30%.

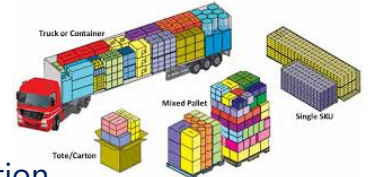


Expected Benefits

- Automates route creation using advanced optimization algorithms.
- Balances geography, driving distance, delivery time windows, and truck capacity.
- Cuts costs on fuel and fleet size while improving delivery performance.

3. Enhanced Truck Pallet Building for Warehouse Efficiency

- Warehouse Picking Speed: Increase picking efficiency by 25-40%.
- Loading Time: Reduce truck loading time by 20-35%.
- Order Accuracy: Achieve 99%+ accuracy in item organization and loading.



Expected Benefits

- Automates pallet creation based on truck route and item-specific requirements (e.g., Dry, Refrigeration, Frozen).
- Minimizes manual errors with organized picking and direct-to-truck workflows.
- Enhances warehouse-to-truck operations for faster turnaround and reduced bottlenecks.

VAI's Long Term Relationships With its Customers

- Most customers have been with VAI for 10+Years.
- VAI Customers' renewal rate is 95+% year after year.
- VAI has very little customer turnover.
- Many customers have been with VAI 20 + years.



VAI Client's Return-on-Investment



Imperial Dade: Food Service and Janitorial Supply Distributor

- using VAI ERP Software acquired companies'
- 100% ROI Payback in 1.1 years
- Savings: \$ 1,194,353



Black River: Produce Distributor

- 45% ROI, Payback in 2.3 years
- Savings: \$ 1,188,529



ADC: American Diagnostic, Manufacturing / Distribution

- Pricing Errors Dropped by 80%
- Reduced errors for an accuracy

Rowmark, Manufacturing / Distribution



- World-wide locations
- Significant Reduction of Operating Expenses
- 99.95% Inventory Accuracy



Dorcy International: Warehouse Automation

- Accounting Staff time savings of over 50%."
- Dropped from a \$170,000 variance to less than \$5,000 in one year

Integrated ERP Manufacturing, Distribution Food & Warehouse under Single Platform

Single ERP/WMS Integrated Database

- Cloud or Server Options are available. **Software**
- VAI Enterprise **Software Source Code** is provided and easily customized to meet your various business needs rather than **changing** your **business model** to meet the Enterprise Software requirements.
- Ability to buy **unlimited users**.
- Integrates with **various vendors software applications** lowering operating costs and improving bottom-line profit.
- Designed for **Mid Market** Manufacturing, Distribution, Food and Pharma companies that need **fully integrated ERP Software**.

Single Database Software for Manufacturing, Distribution, Food & Pharma.

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