

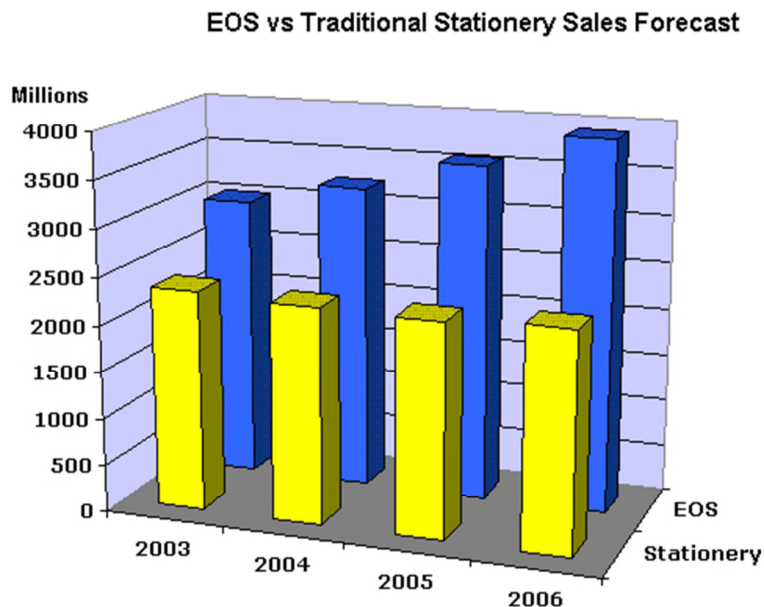
## axis diplomat

### AXEOS

AXEOS is an optional module for Office Products Dealers, for when enhanced control of the sales, pricing and purchasing of Electronic Office Supplies (EOS) is required.



### EOS vs Traditional Stationery Sales Forecast



### Why AXEOS?

Leading market analysts agree that the following three factors are continuing to put pressure on dealers' overall margins:

- Office Products Dealers face increasing competition from contract stationers & superstores
- Traditional stationery is a mature market with flat line demand
- The low margin EOS sector is forecast to grow by 10% per annum and is already worth 30% more than the traditional stationery market

In a tough market like this many dealers cut back on technology investment but we believe this is exactly the right time to ensure your IT solution is squeezing every last drop of value out of your financial & human resources, whilst doing all it can to help protect your margins.

This is why **axisfirst** launched the AXEOS module, designed to answer the demands of Office Products dealers who need to grow their EOS business, whilst at the same time, protecting their margins.

## The EOS Database

The EOS Database is held within the **axis diplomat** System. Each product within the database is identified by the manufacturer's OEM reference, for example 51645A - HP No 45 Black Ink Cartridge. In addition, the database has been meticulously designed to ensure accurate product cross-referencing with all of the major EOS suppliers, including UFP, Computer 2000, ISA/Raw, Xma, Ingram, Integra, Westcoast, and the major wholesalers.

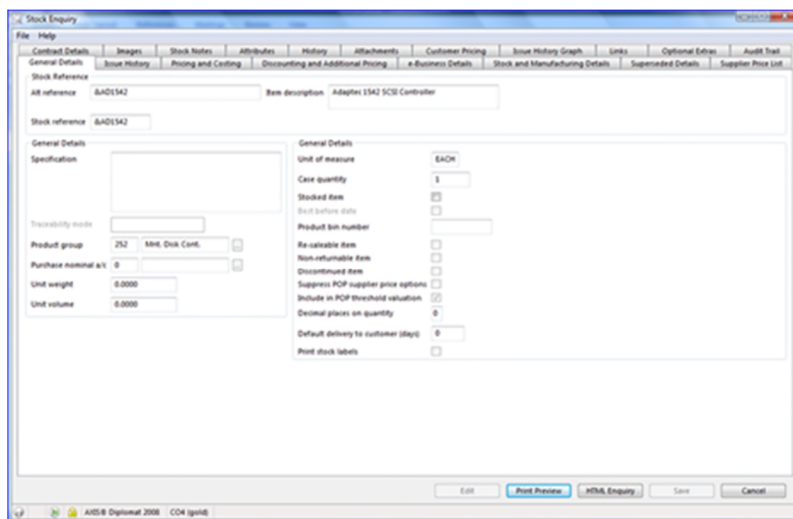
## The EOS Price Feed

The EOS Price Feed mechanism provides automatic updates to pricing and product availability from those EOS suppliers who make this information available. The EOS price and product availability update can be run on demand, or at timed intervals, typically overnight. The dealer principals can be confident that their staff has the most up-to-date information when negotiating with their customers. Please check the wholesaler list on the **axisfirst** web site for the latest list of supported price feeds.

The EOS Price feed mechanism includes facilities to calculate revised cost prices, including a specified mark-up, which in turn may be used to re-calculate selling prices.

## The Printer Compatibility Database

The Printer Compatibility Database resides on a web server, and is accessed via the **axis diplomat** Sales Order process. The database is constantly updated from information supplied by manufacturers and distributors alike, and is activated on a subscription basis. Office Products Dealers that also have an **axis vMerchant** web site can also build this functionality into their web sites so that customers can choose their own printer supplies based on selecting the printer type, manufacturer and model from a comprehensive list.



## Further Information

For further details please call one of our sale team on **0800 668 1934** or by visiting our website [www.axissoftware.co.uk](http://www.axissoftware.co.uk)