

# A Business Partner Solution for Distribution Sector

Integrated Business-Management Applications for Sales, Pricing, CRM, Purchasing, Inventory, Logistics, Accounting, & More

## Intuit Eclipse Intuit Eclipse DMS



### Business Challenge

Distributors need fully integrated business-management solutions that can help automate processes, drive sales, improve productivity and enhance customer service. But finding the kind of solutions that are right for their businesses can be difficult—because few vendors offer software that's designed to meet their special needs.

### Solution Description

Intuit Eclipse solutions are designed and built specifically for wholesale durable goods distributors—with seamlessly integrated applications for everything from general ledger and warehouse logistics to customer relationship management and business intelligence. Powerful, efficient and easy-to-use tools built directly into each application offer distributors real-time access to business data, while helping to streamline processes and improve customer service. Plus, a broad range of extended applications allow users to customize their systems to meet specific inventory management, shipping, communications and financial management needs.

### Value Proposition

With more than 15 years of experience in providing software solutions for hard goods distributors, Intuit Eclipse has the industry knowledge, understanding and insight that set its applications apart in the marketplace. In choosing Intuit Eclipse, our customers get more than industry-proven software. They get a relationship that will provide the support and service they need, when they need it. And most importantly, they get the benefit of working with a team of dedicated professionals who are truly committed to the success of their business. Together, they enable wholesalers to improve internal operations, enhance customer service and lower costs. All of which means that they can increase their businesses more profitably.

### Company Description

Intuit Eclipse, a division of Intuit Inc., is a leading provider of business management solutions designed to meet the unique needs of wholesale durable-goods distributors, with headquarters in Boulder, CO and offices in Shelton, CT, and Hyannis, MA—along with over 40 000 active users throughout the U.S., Mexico and Canada.

#### IBM Segment

- Data Management
- Informix

#### Business Function

- Business Process Management

#### Target Industry

- Retail

For more information, contact:

**1 800 932-5477,  
info.eclipse@intuit.com**

This brochure was developed to assist you in identifying products from select Business Partners that may be of interest to you as you consider your information technology needs. Any reliance by you on this publication is at your sole risk and will not create any liability or obligation on the part of IBM.

© Copyright IBM Corporation 2009. All Rights Reserved. IBM, the IBM logo, Cognos, FileNet, InfoSphere and Optim are trademarks of IBM Corporation in the United States, other countries or both. All other company or product names are registered trademarks or trademarks of their respective companies.



Let's build a smarter planet.

