

# Press Release

## **Modus Furniture International Improves Operational Efficiencies and Profitability with Apprise® Distribution**

**Bethlehem, P.A. – August 29, 2007** – Apprise Software, Inc., a leading provider of integrated ERP and supply chain management solutions for consumer goods distributors, announced today that Modus Furniture International has improved its operational efficiencies and profitability utilizing Apprise® Distribution.

Headquartered in Los Angeles, California—with factories in Indonesia and China, and over 250,000 square feet of leased warehouse space in Fontana, California—Modus Furniture is a leading designer and distributor of contemporary bedroom and dining room home furnishings as well as entertainment pieces. With over 25 years in business, Modus Furniture is recognized by small and large specialty retailers and mass merchandisers for its high levels of service and high quality products available at competitive prices.

Modus Furniture selected Apprise Distribution for its ability to meet Modus' business needs without requiring costly customizations or additional IT resources, as well as its ability to more tightly integrate Modus' financial and operational processes across all locations. Apprise Distribution's strong import capabilities, coupled with its ability to efficiently handle the complexities of selling to various sizes and types of retailers, enable the solution to fit seamlessly with Modus Furniture's business model. As a result, Modus Furniture has been able to minimize the need for system customizations—lessening the time, money, and resources necessary to implement and maintain the system, and reducing the total cost of ownership.

"Apprise Distribution offered the best out-of-the-box functionality to meet our business needs," said Jon Richey, operations manager for Modus Furniture. "We were able to implement the solution without the need for additional IT resources or costly customizations—especially in areas such as credit, collections, chargebacks, container tracking and direct shipping—and we are seeing the benefits of tighter integration and improved visibility throughout our operations."

The system has enabled Modus Furniture to integrate its leased 250,000 square foot warehouse, which processes about 30% of its orders, onto a common system for improved inventory visibility. Receiving, putaway, bar coding, labeling, bin tracking, pick tickets and bills-of-lading have all been automated for improved warehouse efficiencies. Apprise Distribution's strong direct ship capabilities also enable Modus Furniture to seamlessly manage its high volume of direct ship orders to larger furniture merchandisers, such as Levitz, which account for up to 70% of its sales. Comprehensive inventory planning, forecasting, purchasing and allocation provide Modus Furniture with tools to better handle its import operations and ensure timely availability of products for its customers.

"Inventory accuracy improved from 80% to 95% within the first year," stated Richey.

Automatic order acknowledgements to customers, with notifications to appropriate internal personnel, have reduced manual and often overlooked work processes and improved order accuracy. Improved communications and real-time data visibility in accounts receivable and collections have streamlined work flows, automated tasks, reduced chargebacks and significantly reduced past due receivables.

"Before we implemented Apprise Distribution, over 25% of our accounts receivable were greater than 90 days outstanding," said Richey. "With Apprise Distribution, that number has literally dropped to 0%."

As its operations continue to grow and evolve, Modus Furniture plans to leverage additional capabilities within the Apprise Distribution system including distribution resource planning (DRP),

which it plans to use to automate its forecasting, planning and purchasing processes, improve its inventory turn over, and reduce stock outs. Newer technologies, such as Apprise® EDI Solutions and Apprise® Wireless Warehouse, will help automate processes that are currently manually intense for further efficiency gains. In addition, Modus Furniture plans to open a new warehouse in Asia and integrate it within the Apprise Distribution system.

“Apprise Software’s recent expansion into Asia with the opening of an office Nanjing, China will enable us to work seamlessly with one partner for our global distribution system needs and support,” commented Richey.

“We are excited about our partnership with Modus Furniture and by the operational and profitability improvements they are experiencing through the use of our software,” said Jeff Broadhurst, president of Apprise Software. “Our industry focused approach provides customers with solutions that best meet their needs and enables them to implement operational improvements with minimal resources, quick time to market, and a rapid return on investment.”

Apprise Software develops, markets and supports Apprise Distribution – an ERP and supply chain management solution designed to meet the unique challenges associated with overseas manufacturing, importing, and the distribution of consumer goods. The application, which leverages leading technologies including Microsoft® .NET and Progress® OpenEdge® 10, includes industry specific functionality such as long lead-time inventory forecasting, purchasing, and tracking; landed cost management; real-time inventory visibility; and retailer compliance including EDI and RFID; that helps consumer goods distributors streamline their operations, reduce their costs, and increase their profitability.

### **About Apprise Software, Inc.**

*Founded in 1984, and with offices in North America and China, Apprise Software, Inc. is a leading provider of ERP and supply chain management software and services for consumer goods distributors. Leveraging the latest technologies - such as Microsoft® .NET, Progress® OpenEdge® 10, wireless warehouse solutions, and RFID – along with industry best-practices, Apprise Software provides consumer goods distributors with solutions that meet their unique business requirements while delivering reduced costs, improved efficiencies, enhanced revenues and profitability and a quick return on investment.*

For more information about Apprise Software, Inc. please visit <http://www.apprise.com>.

### **About Progress Software Corporation**

*Progress Software Corporation (NASDAQ: PRGS) provides application infrastructure software for the development, deployment, integration and management of business applications. The company’s goal is to maximize the benefits of information technology while minimizing its complexity and total cost of ownership. Progress can be reached at [www.progress.com](http://www.progress.com) or +1-781-280-4000.*

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