S2ᴷPharma

A dynamic ERP solution that allows pharmaceutical companies to automate critical business processes in a fast-paced environment.

NEXT GENERATION
ERP SOLUTIONS

S2kPharma

The pharmaceutical industry experiences ongoing changes. The challenges of increased market demand and stricter legislation increase the demand for more efficient and flexible supply chain management solutions for pharmaceutical distribution companies. VAI's S2K Pharma software utilizes advanced technology to help you meet those challenges head-on, as well as improve operational processes and monitor and collect data for reporting to drug enforcement agencies.

Automation in the pharmaceutical supply chain is critical to ensure success. Leveraging over 40 years of enterprise management software experience, S2K Pharma is a completely integrated ERP software solution that helps pharmaceutical companies ensure that industry-specific regulations and institutional requirements are met, while helping companies' lower costs and increase customer satisfaction. S2K Pharma software helps distributors of all sizes with DEA license management and reporting, DSCSA compliance, forecasting and procurement, warehouse management, sales force automation, and much more.

S2K PHARMA APPLICATIONS

TOP BUSINESS BENEFITS

- Enhance Productivity with Desktop Integration
- Monitor Business Goals with Key Performance Indicators
- Accurate On-Time Delivery of Products
- Improve Inventory Management and Purchasing
- Anytime / Anywhere / Any Device Access
- Automate the Distribution of Key Reports
- Be Proactive with Real-Time Workflow Alerts
- Improve Customer Service and Open New Markets
- Make Better Business Decisions
- Increase Sales
- Improve Credit and Collections
- Streamline Compliance Requirements

ANALYTICS
Advanced Reporting
Dashboards
Performance Monitoring
Predictive Analysis

CRM
Sales Force Automation
Marketing
Lead Management
Customer Engagement

SINGLE DATA REPOSITORY

MOBILE
Order Processing
Proof of Delivery
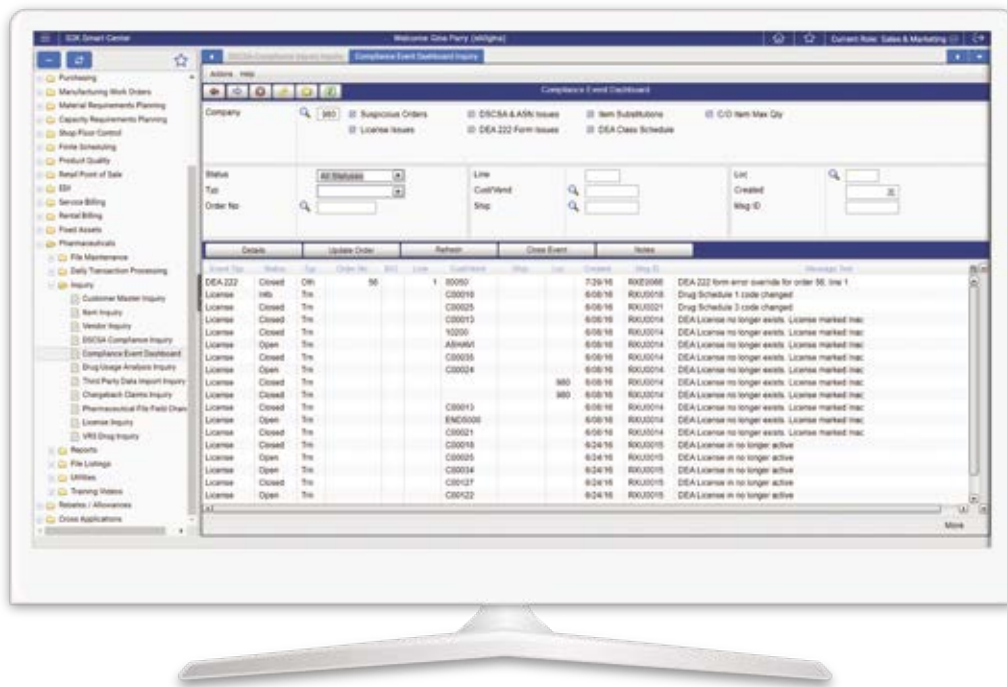Route Sales
Warehouse Management

E-COMMERCE
Web Store Front
Customer Self Service
E-Catalog

S2KSmart Center

As a leader in Enterprise Software for the mid-market, VAI's focus has always been to develop robust solutions that solve real-world business issues and drive bottom-line results. By delivering software through a browser with a flexible web interface, we provide the user with a single sign-on to all web applications which will simplify the user experience, increase productivity, and minimize training costs. In addition, web-based software provides mobile access to every user in the organization giving them anytime, anywhere computing on any device.

With S2K Smart Center you can create a personalized environment that contains any of the applications that you wish to access. In addition, the user can configure their homepage with a wide variety of application specific portlets that best suit the user's role. Portlets come in many different forms and provide access to information from all S2K Enterprise applications. By having immediate access to important information without ever having to leave your homepage, users can be more productive and react to business issues faster.

SALES FORCE AUTOMATION (CRM)

S2K Smart Center provides a unique custom home page where sales representatives can access S2K Sales Force CRM application. Sales representatives can display tasks and events as well as key performance indicators (KPIs) related to their accounts. A daily task page keeps your sales team productive by reminding them of scheduled to-do's and calendar events to keep the sales process moving forward. Activity history displays a timeline of all interactions for every account, and alerts display critical issues that require immediate attention. Powerful KPIs display real-time ERP data for open orders, quotes, receivables, sales, inventory, and much more. Sales managers can summarize this view for their entire sales team. Leveraging single sign-on from this one dynamic home page, sales representatives can access all the CRM applications, the full S2K Enterprise Suite, third-party browser-based solutions, and bookmark key external websites, documents, reports, and dashboards.

S2K Sales Force was built for supply chain representatives, and it combines powerful contact management capabilities with direct real-time access to S2K Enterprise ERP data. With this powerful sales tool your sales team will be empowered to drive new business and make the most of every sales call.

CONTACT MANAGEMENT

The contact management system tracks and records every stage in the sales process for each prospective client, from initial contact to final disposition. Users can review current leads, convert leads to prospects, and prospects to customers. Your sales representatives can manage contacts and track all interactions with existing accounts and opportunities. Users can log a call, create to-dos, schedule events, and add notes and attachments. Activities get posted to history so that users can easily review all of their interactions with an account.

CUSTOMER

Providing excellent customer service is the key to retaining your most valuable customers. S2K Sales Force gives your sales team full access to customer information. Sales representatives can review a customer's accounts receivable, open invoices, and payment history. They can check the status of open orders, returns, and quotes. They can even use S2K's case management to track business issues to completion to ensure that your organization is providing the highest level of customer service.

PRODUCT

Inventory information is vital for supply chain representatives. If you can quickly communicate accurate inventory information with your customers, they will have trust in your ability as a supplier, which in these times of high competition is a very valuable asset. S2K Sales Force allows your sales team to review full product information including specifications, images, and availability across all companies and locations. They will know what's in stock and what's out of stock, they will know when shipments will arrive, and when production will be complete.

S2K Finance

ACCOUNTS RECEIVABLE

Effective management of invoicing, credit terms, cash receipts, and other accounts receivable tasks accelerates your cash flow and keeps your company financially strong. S2K's Accounts Receivable software automates invoicing and collections processes to give you fast, efficient accounts receivable management. This automation can accelerate the cash cycle and improve your business performance and customer satisfaction. Staying in constant contact with your customers allows you to better manage your accounts receivables, control credit, and detect any potential issues.

ACCOUNTS PAYABLE

S2K's Accounts Payable software allows you to maintain and control every aspect of the management of your expenditures. It turns the tedious and time-consuming accounts payable management expenditure process into an easily manageable piece of your corporate puzzle. From one comprehensive screen users can review an aging of your account balances, view detailed invoice, payment, and purchase order information, view open accrued payables awaiting invoice matching, and invoice discrepancies waiting for review.
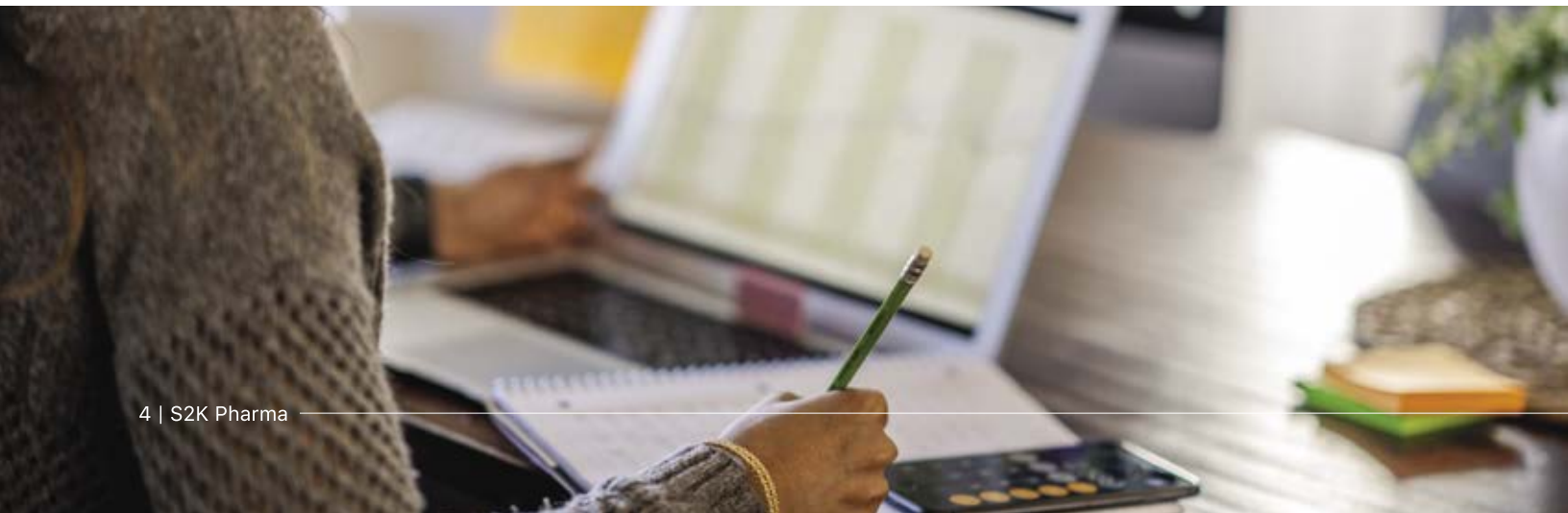
GENERAL LEDGER

The general ledger is an important tool for keeping your accounts organized and providing proof of your expenditures. It can be used to correct errors in accounts, observe company activity, and can help you make wise financial decisions to better guarantee your company's future. S2K's General Ledger software is the center of our accounting system software. It provides powerful divisional and departmental accounting functions, maintains your journal, logs recurring entries, generates audit trails, and allows you to create custom financial statements.

FIXED ASSETS

S2K's Fixed Assets software enables accounting professionals to gain a solid foundation for all fixed assets and depreciation management. Processes are automated, management is streamlined, and reporting delivers the insight you need to make informed management decisions. With comprehensive depreciation calculations for financial reporting, companies can effectively manage every step of the fixed asset life cycle, from acquisition to disposal.

VENDOR CHARGEBACKS

The Vendor Chargeback application provides full tracking and visibility for claims, starting with contracts, pricing, sales, submitting, and reconciliation.

PRODUCT OVERVIEW

- Integrated pricing and chargeback contract setup
- Integrated claims processing with sales
- Robust claims management

- General Ledger entries for accrued supplier claims
- Complete EDI integration for claims and contracts

" Since becoming a VAI customer in November 2017 and installing the S2K Pharma software, Capital Wholesale Drug Company has experienced an overall improvement throughout the entire organization. One of the many departments that has been enhanced is the Chargeback Department. The S2K Chargeback software is user friendly and accurate. It integrates seamlessly into the accounting package. "

- GK/George Richards, President, Capital Wholesale Drug Co.

S2K Distribution

CUSTOMER ORDERS

Effective order processing is the first step in providing outstanding customer service. Immediate access to inventory, purchasing, and customer data is critical. VAI's powerful customer order entry application was designed to allow rapid entry of customer orders, all while providing full access to enterprise data to answer your customers most difficult questions. With this dynamic application users can check stock across multiple locations, check the price history on any item, copy orders or items from history, review lots and shelf-life dates, process serial numbered items, kits, and much more. Advanced options allow users to process direct shipment, and special orders at the line item level. For rapid entry, users can place orders from a customer shopping list or from a predetermined order guide. Up-sell options allow users to view current promotions, price breaks, and complementary items on-the-fly.

INVENTORY MANAGEMENT

S2K Inventory Management is a fully integrated inventory control system designed to maximize your ROI and effectively and efficiently handle all your inventory related processes. With S2K Inventory Management applications, you have complete inventory control. You can track order commitments and shipments, inventory adjustments, purchase orders, and receipts, open work orders and WIP, and build kits. You can create and manage warehouse transfers and inter-company transactions, track lots and shelf-life dates, track serial numbered items, and much more. Comprehensive item inquiries provide a complete stock status of every item with drill down to transaction details, which can help you improve customer service. The cargo tracking option allows users to view the status of inbound container shipments and calculate the true cost of inventory based on an unlimited number of landed cost factors. Dynamic reporting allows you to track Sales, Profit, Inventory Valuation, Fill Rates, GMROI, and Turns to manage the return on your inventory investments.

SALES ANALYSIS

Capturing accurate sales data from your billing system allows you to review profitability and can help you improve business operations. The S2K Sales Analysis application measures sales volumes, costs and quantity usage, highlighting seasonal or recurring trends in your business. With this information, you can quickly identify profitable or unprofitable customers, vendors, and items, leading to improved vendor and customer relations based on volume, costs, and profitability. Retrieval of individual salesperson sales activity enables you to view which customers they are selling to, the items or class of items they are selling most, and the gross profit percent of the items being sold. For tighter credit control, sales forecasting software provides detailed analysis of credits and returns to help you target problem areas. With extensive history storage options, S2K Sales Analysis allows you to drill down from summary data to view specific invoices and the details of each invoice for review and analysis. All sales data can be presented in detail or summary form, on screen, or via printed reports.
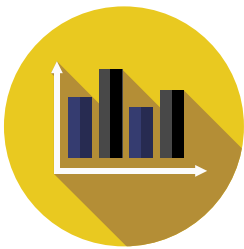
SUPPLY AND DEMAND PLANNING

SALES FORECASTING

S2K Sales Forecasting is designed to help you assess the likely demand levels so that you can properly manage your inventory and have adequate resources in place. S2K Forecasting uses advanced algorithms such as exponential smoothing, linear regression, holt-winters, and others that measure data points in a series. For each item, each method is analyzed, and the system will automatically recommend the best forecasting algorithm with the highest accuracy. Users can then review the system generated forecast and manually adjust future predictions based on outside forces and sales opportunities. The final adjusted forecast for each item is utilized in S2K Supply & Demand Planning for enhanced suggested purchasing. VAI's performance monitoring tools provide instant analysis on the effectiveness of forecasts against actual sales.

DEMAND MODELING

Using Demand Modeling, users can create a demand profile that reflects a sales pattern and assign that profile to an individual item. The user can then enter in overall expected sales and the system will automatically create an adaptive demand distribution that best fits the demand profile. Demand profiling can be an effective tool for items that do not have historical data or when future usage patterns are not expected to be similar to those in the past.

SUGGESTED PURCHASING

Automated purchasing systems are a key tool in helping businesses reduce inventory and increase sales. S2K Supply & Demand Planning supports both distributed or consolidated buying at the location or the item level. The system performs complex calculations for each item at each location, looking at usage, seasonality, trends, vendor lead times, and safety stock, and then flags those items with specific conditions that are beyond user defined tolerances. The system can optimally push order quantities up to get prepaid freight, or to hit vendor minimums, or to cube out a full container, if desired - all while honoring pack sizes. Additionally, it can consider multiple warehouses in the distribution network and check for overstocked items and facilitate stock transfers before buyers' place orders to the vendor.

TARGET BUYING

Just-in-time inventory planning often shifts the cost of carrying inventory back to the vendor which may lead to higher costs of goods and less profits for the distributor. S2K's Target Buying feature allows buyers to take advantage of cost savings by purchasing up to a vendor target to lower costs based on volume purchasing. Users can set targets by dollar amount, quantity, units, cube, weight, or number of pallets and the system will automatically suggest the optimum mix and quantities of items to buy to hit the vendor target. The buyer can then compare the extra carrying cost to the savings to determine if buying to hit the target makes economic sense.
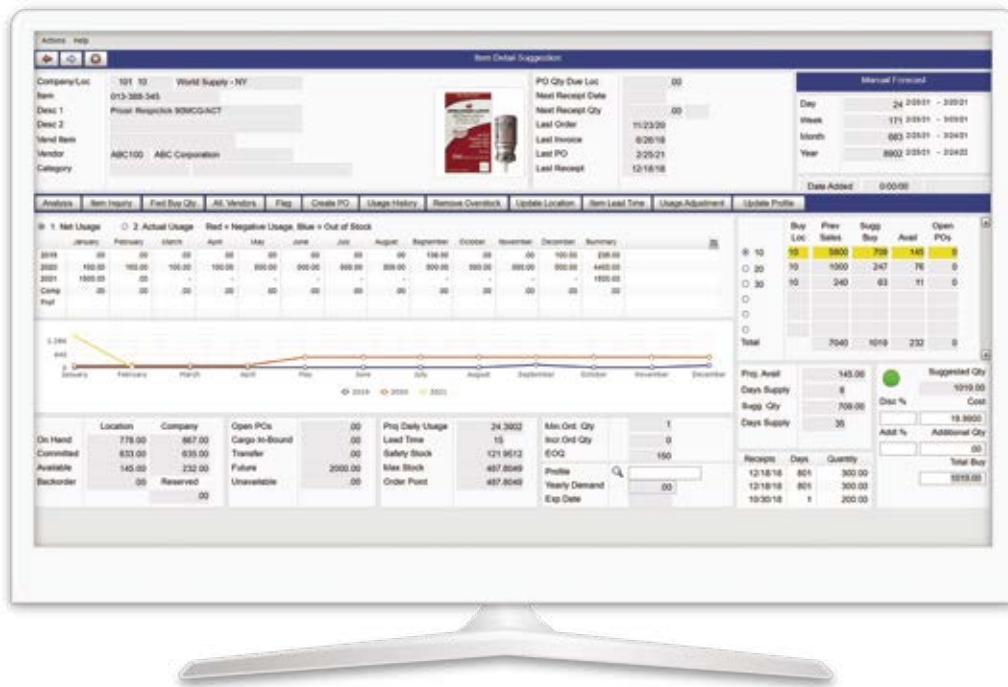
PURCHASING

In addition to advanced Supply & Demand Planning capabilities, S2K Purchasing application provides the tools necessary to automate and track all the steps in the purchasing cycle.

From one comprehensive purchasing order entry application, users can track Purchase Orders, Quotes, Vendor Returns, and Drop Shipments. S2K Purchasing encompasses import cargo tracking that allows you to track product movement and calculate a true landed cost for each imported item.

Users can track by carrier and container and view the estimated time of departure and arrival of every shipment. Users can assign an unlimited number of cost factors to each shipment or item, and allocate each cost by unit, weight, cubic measure, or cost. The dock scheduler allows users to schedule receipts for a specific day, time and door, and check in trailers as they arrive. Receiving options allow users to track lots, shelf-life dates, serial numbers, and bin locations of inventory.

Dynamic features will automatically cross dock and create warehouse transfers for consolidated purchases. Customer backorders and special orders are immediately filled upon receipt for improved customer service.

S2^KWarehouse

Today, more than ever, warehouse management systems are critical to effectively manage your supply chain and achieve peak performance. By implementing the latest WMS software technologies in your warehouse, you can significantly improve warehouse operations, employee productivity, and customer satisfaction.

VAI S2K Warehouse will allow you to monitor warehouse activities in real-time, minimizing entry errors, and help you measure the efficiency of your warehouse employees. This powerful warehouse management system application provides both paper-based and radio frequency processing for inventory receiving, movement and replenishments, product put-aways, warehouse fulfillments, warehouse scheduling, warehouse control systems, order picking, shipment verification, cycle counting, product recalls, and much more.

RECEIVING

An effective receiving process is critical in understanding what items are in your warehouse, what quantities are available, and where they are located. S2K WMS automatically matches the items being received to your purchase order or container to verify that the correct items are being received. With DSCSA requirements, the receipt will also be verified against EPCIS information. Lots and serial numbers can be recorded, and item bar code labels can be automatically generated for products without bar codes. For bulk receiving, the system can print a pallet license plate for easy tracking of pallet movements. Using fixed or random bin logic, and based on a myriad of user defined parameters, the system will then automatically assign a put-away location.

PICKING AND SHIPPING

For picking and shipping, S2K WMS contains an advanced Order Manager module that allows warehouse managers to view and release sales orders and warehouse transfer requests for either individual or wave picking. S2K WMS enables users to view selected orders and group them for efficient picking based on a wide range of sorting options. Once released to the warehouse, this module gives warehouse managers the ability to review picking in progress and analyze performance by area, zone, and picker. For shipment verification, S2K WMS allows the user to verify the items picked against each customer order. For pick and pack operations, shipment verification allows the user to track which items are in a specific box. As each box is filled, the system will produce a shipping label that can be scanned and integrated with common carrier parcel systems such as UPS Worldship or Fedex, so users can track weight, freight charges, and tracking numbers. Integrated EDI features provide automatic UCC-128 label printing and electronic advance ship notices. With DSCSA requirements, serialized container information will be captured and available to send to downstream customers.

BIN REPLENISHMENT AND WAREHOUSE TRANSFERS

S2K WMS allows users to manually request bin replenishments or set specific times throughout the day for this activity. The results, when implemented and executed correctly, are money and time saved in fulfillment and production. Warehouse transfers can be automatically or manually created for both inter-location and inter-company transfers. Suggested transfers are based on the usage, transfer lead time, and minimum requirements of each location.

CYCLE COUNTING AND PHYSICAL INVENTORY

Cycle Counting and Physical Inventory applications provide management with tools to control and gauge the accuracy of current inventory records, as well as manage product dating. Automatic cycle counting takes place continuously based on the cycle class code assigned in the item master file. The cycle count process writes transaction records, prints count sheets, allows RF-based counting, and produces variance reports. Full physical inventory counting is supported using wireless terminals or count sheets. Detailed inquiries display all counting activity and variances reported.

MOBILE WAREHOUSE

S2K Mobile Warehouse applications allow you to enhance your warehouse operations and replace expensive RF technology with modern mobile devices.

S2K Mobile Warehouse applications are designed to make transaction processing in your warehouse lighter, easier, and faster. By leveraging the enhanced touch screen display on the mobile device, data can be presented in a clear, concise, and easy-to-read format that reduces training time and speeds up operations. S2K Mobile Warehouse applications work connected in real-time with S2K Enterprise data. These applications can enhance your current warehouse processes and are also perfect for small stockroom management.
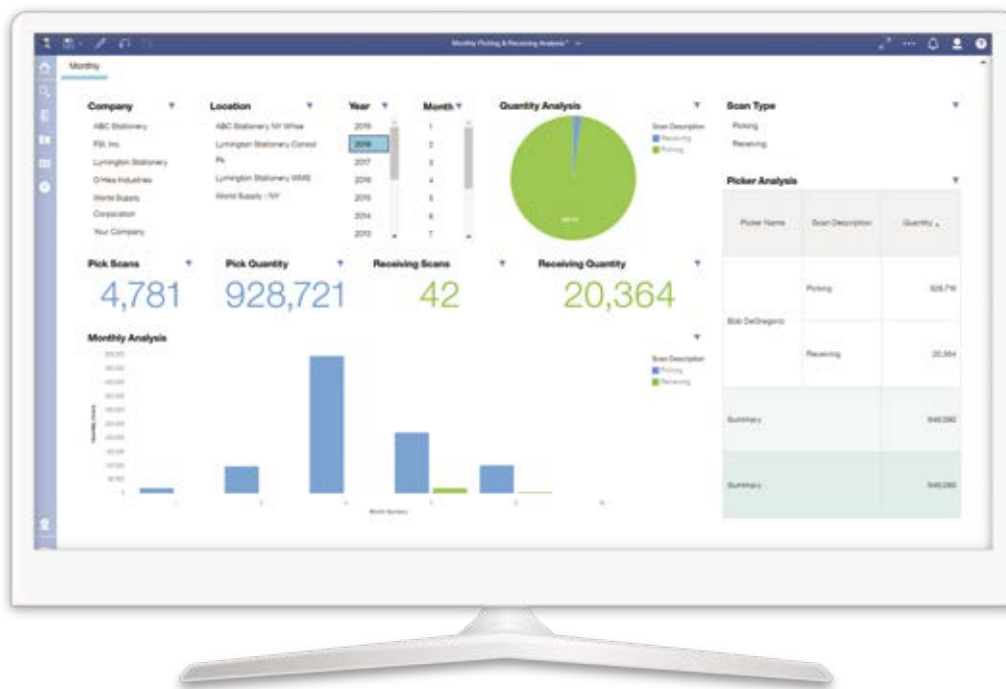
ROUTE MANAGEMENT

For companies with their own truck fleet, getting vehicles loaded and on their way can be a very complicated task. Managing routes and stops, vehicle capacity limits, and more, must be performed under tight time constraints. S2K Route Manager application helps managers organize routes and ensures that warehouse pickers have the right information, maximizing efficiency.

As orders are released to the warehouse, they are cued up in the route manager screen. The route manager screen displays the quantity, weight, and cube for each route. From this screen the user can change the trailer for more capacity, manage stops, and much more. S2K Route Manager also provides a standard interface to Roadnet® for automated truck routing.

WAREHOUSE ANALYTICS

Effective warehouse management is critical to ensuring success along the supply chain. Improper organization and inefficient operations can lead to mistakes and delays later in the shipping process. S2K Warehouse Management application delivers a wide range of performance analytics and reporting that measure labor productivity, warehouse space optimization, ship dates, fill rates, vendor performance, and much more, that can highlight opportunities for process improvement.

S2kAnalytics

In today's highly competitive market it is imperative that you constantly evaluate the success of the activities in which your business engages. S2K Analytics software provides your organization with both high-level monitoring that focuses on the overall performance of the enterprise, and low-level monitoring that focuses on departmental metrics such as:

- Inventory Turns and GMROI
- Customer Fill Rates
- Forecasted Demand vs Actual

- Picking and Shipping Performance
- Receiving and Put-Away Performance
- Vendor Performance

With S2K Analytics, you can create powerful dashboards and reports that will allow you to easily identify anomalies that could turn into significant business issues, identify and analyze opportunities and trends, communicate goals consistently with employees, and monitor performance against targets. Access to accurate information has never been more vital to grow revenue, protect margins, and improve profitability. Whether your business is distribution, retail, or service, S2K Analytics gives everyone in your value chain the answers they need to excel in a highly volatile environment.

ADVANCED REPORTING

- Simple, intuitive, drag-and-drop authoring capabilities that are easily accessible from a web browser for self-service reporting by any user, from novice to expert.

- A common meta data model that presents information to users in business terms that they understand, so they can be productive right away.

- Access to all corporate data in any combination, including relational, analytical OLAP, or even desktop files for comprehensive, accurate reporting.

- Broad report coverage to meet the needs of different users, including financial, production, operational, transactional, managed, or ad hoc reports.

- Flexible report delivery that includes the ability to write once and immediately publish reports to the web, PDF files, Excel spreadsheets, email messages.

DYNAMIC DASHBOARDS

- Pre-configured dashboards help you gain immediate visibility into sales, revenue, and productivity.

- Real-time dashboards that allow you to monitor key performance indicators at the department, location, or company level.

- Drag and drop data onto the screen to see the visualization change to suit the analysis.

- Assemble a view that contains visualizations such as a graph, chart, plot, table, map, or any other visual representation of data.

- Easy to use interface that allows users to change content appearance simply by clicking objects and selecting different options from drop down menus.

S2K Mobile

With the rapid expansion of mobile devices, enterprises everywhere are being dramatically impacted by the new wave of mobile technology. VAI's mobile solutions turn ordinary smartphones into powerful business tools that can help you improve efficiencies, enhance customer service, and increase sales.

S2K Mobile solutions are actual applications that are downloaded and installed on your mobile device, rather than being rendered within a browser. They are specifically designed for smaller handheld displays and a touch-screen interface and can easily access the native functions of the mobile device, such as the camera. These powerful solutions provide file synchronization directly with S2K Enterprise or your current ERP system, and give users off-line access to content when a network/wireless connection in unavailable.

ORDER PROCESSING

Having a web presence alone is no longer sufficient as online activity continues to shift to mobile. This rise in mobile device usage means that mobile apps have become a key sales tool for companies of all sizes. Giving your sales team immediate access to customer and product information can make the difference between getting the sale or not. In addition, making it simpler for customers to place orders directly with your company can result in increased order frequency, customer loyalty, and an improved bottom-line for your business.

PROOF OF DELIVERY

S2K Mobile Proof of Delivery (POD) app is a powerful solution for effective and efficient driver performance monitoring and delivery confirmation. S2K Mobile POD app replaces the clumsy paperwork process of capturing signatures with a clean and efficient paperless process to confirm the delivery of merchandise and electronically capture signatures and photographs.

- Load deliveries by route and driver
- Track Geo location
- Manage GPS tracking and Google navigation
- Confirm / Scan items delivered

- Capture signature and photos on the device
- Process shorts and returns
- Collect payments
- Print or email delivery receipt

SALES ANALYSIS

Sales Representatives may not always have an Internet connection at the location where they are meeting with customers. S2K Mobile Sales Analysis synchronizes some of the critical data from VAI ERP to the users mobile device, allowing them access to customer, item, and sales data even when they are off-line. With S2K Mobile Sales Analysis, sales representatives will be able to delight customers by providing them with the immediate information they need to make intelligent business decisions.

> ❝ VAI's S2K Pharma package is a first-class solution for our needs as a veterinary supplier. Pricing and licensing maintenance are handled beautifully within the package. It works seamlessly within S2K and provides the solutions for all our regulatory requirements. ❞
>
> - Nancy Watson, Sr. Programmer/Analyst, Penn Veterinary Supply, Inc.

S2K Compliance

Keeping up with Federal and State requirements can be challenging in today's fast paced world. Let S2K provide industry leading integrations for automatic license control, Suspicious Order Monitoring, FDA Recall uploads, and more.

- License Management
- Suspicious Order Monitoring
- DSCSA
- VRS
- Product Recalls
- ARCOS Reporting

- State Reporting
- Customer Returns
- NTIS DEA file upload
- Product Allocation Controls
- Cage & Morgue Warehouse Controls
- User, Date, and Timestamp logging of activities

DSCSA COMPLIANCE

The public health threat of counterfeit drugs infiltrating the U.S. supply chain is intensifying. The gray market is a contributing factor to this threat, which arises when companies operate outside of legitimate drug distribution channels. Additionally, it's relatively easy for consumers to purchase drugs illegally from illegitimate online pharmacies.

Consumers mistakenly think these drugs are safe because they are so readily available—in reality they're unauthorized and sometimes even lethal. In response to the growing volume of counterfeit drugs entering the market, the FDA introduced the first phase of the DSCSA in 2013. Congress then signed the act in 2015, which requires products to be traceable at the lot level with the intent of increasing visibility in the pharma supply chain.

This act has expedited the shift toward drug supply chain digitization.

DSCSA REQUIREMENTS EXPLAINED

To improve traceability along the pharma supply chain, the second phase of the DSCSA will require interoperable, electronic tracing of products at the package level.

For pharmaceutical stakeholders such as manufacturers, distributors, wholesalers, and dispensers to continue operating along the supply chain, the FDA requires:

1. Interoperable Exchange:

Authorized trading partners are required to share transaction information (TI) and transaction statements (TS) securely and electronically. The TI should include the product identifier (PI) at the individual package level.

2. Interoperable Verification:

Partners must interoperably and electronically verify the PI at the unit level. Essentially, they must confirm that the shipments they receive match the corresponding electronic data.

3. Interoperable Tracing:

Unit-level traceability (i.e. serialization) is required so that each individual product can be traced throughout the supply chain. A PI includes the product's standardized numerical identifier, an expiration date, and lot number.

These rulings are intended to create a comprehensive, digital source of information for pharmaceuticals in the U.S. supply chain. Streamlining traceability and securing the pharma supply chain protects patients by preventing counterfeit medications from entering the market. But the only way for the DSCSA to be effective is for every stakeholder to comply.
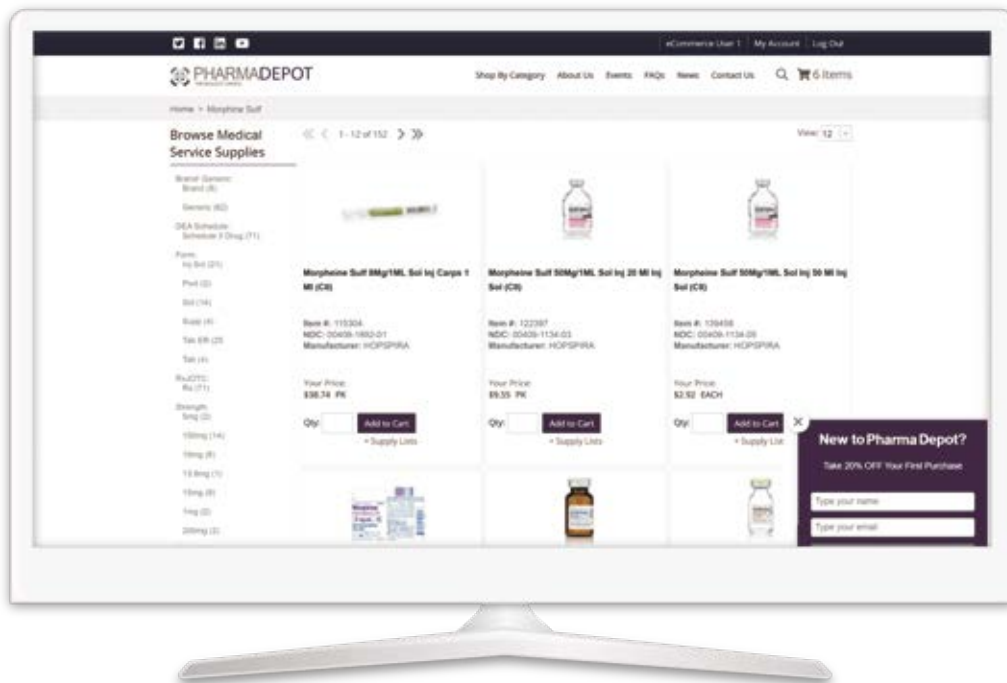
COMMUNICATION IS KEY FOR COMPLIANCE

Nearly half of pharma manufacturers failed to meet the DSCSA's initial deadline in 2018, largely due to confusion about the requirements and whose job it was to meet them. This was partially because the FDA failed to provide clear guidelines, but inadequate internal communication also played a role.
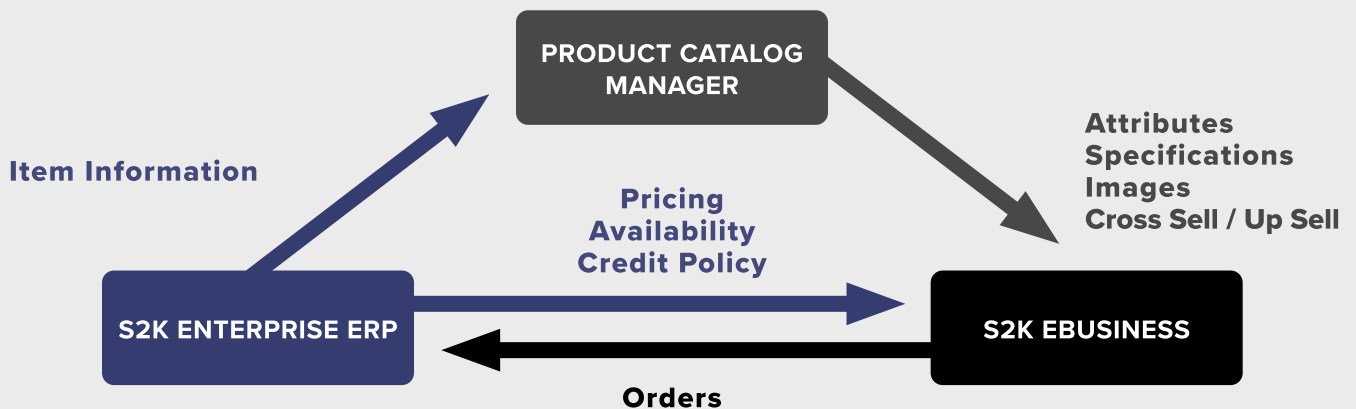
Failure to meet any of the DSCSA requirements can result in reputational damage, lost business, federal fines, and even imprisonment. Clear internal and external communication is key to avoiding these repercussions and setting your organization up for success.

S2K eBusiness

S2K eBusiness is built on the latest portal technology, which provides your customers with a highly personalized and engaging website experience, containing the applications and information they need. Using the latest responsive design techniques, the website is optimized for any device, making it easy for your customers to do business with your company from their desktop or mobile device. They can easily educate themselves about an offering or product, its features, pricing, and availability. They can quickly execute transactions across applications and access enterprise data, all in real-time.

COMPLETE INTEGRATION WITH S2K ENTERPRISE

PRODUCT CATALOG MANAGER

Item Information

Pricing
Availability
Credit Policy

Attributes
Specifications
Images
Cross Sell / Up Sell

S2K ENTERPRISE ERP

S2K EBUSINESS

Orders

S2K Marketing Cloud

Growing the value of your customer relationships while also converting new prospects can be a tough challenge. Email Marketing is the art and science of using email to both nurture leads and engage existing customers. S2K Marketing is an Email Marketing tool oriented towards marketing automation. Based on the actions and behavior of your subscribers, you can add tags to their profile that will allow you to target specific contacts based on their buying behavior. With this powerful email marketing automation tool, marketers can segment their lists to drastically improve the effectiveness of their email campaigns. Designing beautiful email messages does not have to be tedious. With S2K Marketing, users can leverage hundreds of templates and add as much customization as needed to style and brand an email campaign for your business.

MARKETING ANALYTICS

Stay up-to-date with accurate insights and statistics, and use this information to improve your overall engagement strategy. With this tool, you will be able to see how many recipients have opened your campaign, who they are, and which links have received the most clicks. Discover the exact geographical locations of recipients who open your campaigns, as well as the open dates and times. Optimize your campaigns with access to stats about which devices and web browsers your recipients are using to view your campaigns.

MARKETING AUTOMATION

With powerful marketing automation tools, you can continue to engage your subscribers by sending a series of specific action-based emails. With automated workflows, you can give your subscribers the information they want during each stage of the sales funnel. With advanced marketing automation, you can nurture prospects and customers with highly personalized, useful content that helps convert prospects to customers and turn customers into delighted customers.

LEAD SCORING

With S2K Marketing, you can improve your lead qualification processes with automated lead scoring based on account behavior. Use our flexible scoring system to assess your prospect's product fit and level of engagement as you follow up with them. Create a stellar experience for each contact at every stage of the customer lifecycle. This powerful tool helps your contacts quickly progress from interested leads to satisfied customers, and then ultimately, to outspoken advocates with personalized experiences.

CRM INTEGRATION

The contact database in S2K Marketing and S2K Sales Force CRM are always in sync. Say goodbye to scattered solutions and unite all of your teams around a single process that will ensure that you never miss a chance to follow-up on a potential opportunity. With S2K Marketing, sales representatives get instant insight into customer behavior, so you can eliminate wasted time and effort, convert more leads, win more customers, and turn them into promoters that grow your business.

SOLUTION PARTNERS

DOCUMENTATION MANAGEMENT / AP WORKFLOW

Streamline business processes and go paperless by digitally managing the entire lifecycle of documents and data. Capture paper documents and import electronic documents. Manage documents in a secure environment. Distribute documents digitally in just a few clicks. With AP workflow, you can capture AP invoices digitally, no matter how they entered the organization, and upload them into your ERP system. Once invoices are uploaded and stored, they can be automatically routed for approval—without ever entering paper form.

VOICE PICKING

Our integrated voice picking solution literally talks people through their daily tasks, replacing cumbersome lists and traditional data capture methods with hands-free, personal voice dialogs. Through a premier global network of resellers and supply chain performance experts, hundreds of thousands of people on six continents use our partnered voice picking solution to improve work every day.

TMS SHIPPING SOFTWARE

VAI partners with leading TMS shipping software providers to automate the entire package shipping process. Optimize shipment pricing for parcel and LTL shipments, ensure label and manifesting compliance, cut freight costs, increase operational efficiency, and improve profitability. Reconcile actual carrier invoices against anticipated costs to prevent invalid/over-charges, and duplicate bills.

SALES AND USE TAX

Integration with leading tax solution providers can help your company manage tax processes related to sales and purchases more quickly, give your tax department more control, and enhance regulatory compliance. VAI partners with leading tax solution providers to provide automated transactional tax calculation, tax reporting, and returns processing - including returns preparation, filing and payments. Our partners calculation and reporting systems are built upon industry leading tax research and proven technology.

EDI

VAI partners with leading EDI service based solutions to provide a complete solution for you and your trading partners. Our integrated EDI solutions allow you to quickly connect your trading partners using AS2, SFTP, FTPS, APIs, secure portal and more. Our team of EDI specialists can help you eliminate manual integration flows by automating and orchestrating every API, EDI, and non-EDI transaction.

FORMS / LABELS DESIGN

Our integrated form and label design solution provides Bar Code Labels, RFID Tags, and Electronic Forms software and the innovative Integrated RFID Control. Customers can design and print bar code labels, RFID tags, laser forms, and other media, using live data, with little or no programming. S2K contains a complete library of fully integrated thermal labels and plain paper laser forms.

PHARMACEUTICAL COMPLIANCE

Our integrated Pharma solutions allow you to enhance your data management for Licensure, product Master Data, DEA reporting, product recalls, as well as the upcoming final phase of DSCSA requiring Service Providers for EPCIS and VRS.
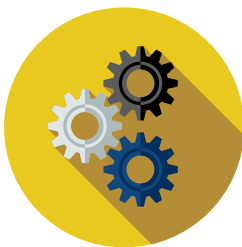
WHY VAI

We've built the VAI Advantage from the ground up, and for over 40 years, we have stood by the belief that our solution can be the best ERP solution for your business, and that VAI is the right partner for you. While the advantages of utilizing VAI are numerous, here's a list of our top "Why VAI" reasons for making us your ERP software and technology vendor of choice.

LOWER TOTAL COST OF OWNERSHIP

Cost is one of the biggest reasons why companies are moving to VAI's S2K ERP solutions. As a business grows, so does the need for a more robust enterprise backbone. By comparing your current IT infrastructure costs, along with your licensing and support expenses, you may find that moving your ERP to the cloud can save your business money in the long run. Not all cloud solutions are the same. In addition to our Software as a Service (SaaS) pricing, VAI also offers Platform as a Service (PaaS) that can offer you a tremendous cost savings over an ongoing, never-ending SaaS price model. In addition, if you are experiencing rapid growth or are in acquisition mode, VAI's unlimited user license option can save you hundreds of thousands of dollars. This option allows organizations to expand locations, add users, deploy multiple sessions, and add RF or Mobile users, without paying additional software licensing fees.

UNIQUE BUSINESS PROCESSES

If your company has unique business processes, users may be relying on workarounds to perform their daily functions. Workarounds are exactly what their name implies – extra steps performed in a system to work around missing functionality required to complete a task. Workarounds cause inefficiencies, and in turn, can increase costs and create unhappy employees and customers. VAI's S2K ERP software can be easily customized to support your unique business processes and requirements as part of a single integrated solution.

CUSTOMER SERVICE

In today's "immediate" world, your customers are looking for convenience. When a customer transacts with your organization, he or she wants an easy and efficient experience. Simple things like integrated email and faxing, and mobile apps and customer portals that provide customer self-service options are not a "nice to have", they are an expectation. Worst yet, if your legacy system is providing inaccurate data using inadequate integration, this can make a poor customer experience even worse. VAI's S2K ERP software provides the world class customer convenience tools you need to build customer loyalty and delight your customers, all in a single, integrated solution.
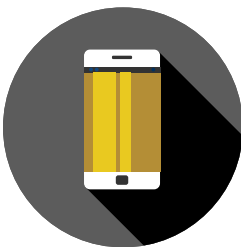
DOMESTIC SUPPORT FROM THE AUTHOR

With VAI, your organization will be assigned an experienced, high level support team that includes a project director, accountant, multiple programmers, trainers, and system engineers. You will receive direct support from the author and your entire team will be United States-based VAI employees (not a reseller). This team will be available to you throughout the implementation and beyond. Unlike many "call center implementations", your VAI team will take the time to learn about your specific business environment and will work closely with your staff to ensure that you are getting the most out of your technology investment.

UNMATCHED CLOUD PERFORMANCE AND SECURITY

VAI's ERP solution runs on IBM Power Systems™, and the IBM Power Systems platform is the backbone of our world class data center. IBM Power Systems ranks #1 in every major reliability category by ITIC and is an industry leader for enterprise servers. In addition, IBM Power Systems has built-in security at all layers, from processor to the OS, to deliver end-to-end security that is unmatched in the industry. Lastly, the IBM Power Processor drives the world's fastest supercomputers and is ready to accelerate your enterprise with incredible cloud performance for even the most demanding environments.

INTEGRATED APPLICATIONS DESIGNED FOR THE SUPPLY CHAIN

The debate between buying "best of breed" software products versus fully integrated systems has raged on for years. Each approach certainly has its pros and cons. While VAI supports some of the industry leading applications, our approach is to offer Integrated Applications optimized for the Supply Chain within our ERP solution that eliminate complexity and integration costs and provide users with effective practical applications that deliver bottom-line results.

SINGLE DATABASE DESIGN

As companies grow, many organizations find themselves with disconnected databases and external spreadsheets to support their requirements. This type of environment involves redundant data entry, a lack of data consistency, and significant manual intervention to create meaningful reports. VAI offers a completely integrated ERP solution utilizing one central database. Discover the power of a single database solution with VAI S2K software and see how you can regain control of your data, your people, and your business!

COMMITMENT TO THE PHARMACEUTICAL SUPPLY CHAIN

For the past 20 years VAI has been part of making the supply chain work. From the early days of DEA reporting and Pedigree tracking, to DSCSA requirements, VAI has and will continue to integrate solutions that help you remain compliant while maintaining efficiency.

VAI

INDUSTRY ERP
WITHOUT LIMITS

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IBM Gold Business Partner

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