



Expertek Announces New Version of Its FieldOffice Distribution Solution with VMI Functionality

MARLBOROUGH, MA — July 24, 2017 — Expertek Systems, a leading provider of cloud software solutions and services for distributors, today announced the latest version of FieldOffice, a mobile distribution solution featuring new automated vendor managed inventory (VMI) functionality that allows distributors to drive more sales and improve the customer experience.

Designed specifically for the unique requirements of distributors, FieldOffice streamlines the selling process by allowing salespeople to use iPad™ devices to capture customer quotes and submit orders, check inventory availability, pricing and credit status, edit and check customer notes and contacts, look up past order history and access and email product material on demand, at customer sites or virtually any remote location.

FieldOffice also works as a mobile POS (point of sale) system for distributors' route sales, showrooms and tradeshows transactions. With VMI functionality, salespeople now can assume the role of inventory planning for customer sites by tracking and replenishing stock immediately, thereby driving more sales and optimizing cost efficiencies.

Vesco Oil, a leading provider of automotive and industrial lubricants, saw productivity surge and invoice processing time slashed since implementing FieldOffice two years ago. The company implemented the latest version in April to address POS and VMI processes used at a division. "We are very pleased with this latest version which specifically addresses the needs of our route sales business," said Lance Melnik, IT manager, Vesco Oil. "Since we have seen faster invoice processing, FieldOffice also has helped improve cash flow. FieldOffice has been a home run for us."

"FieldOffice gives sales teams unprecedented insight into their supply chain no matter where they are located," said Ken Mostello, CEO of Expertek. "This solution simply helps distributors sell more and deliver better and faster service to their customers."

About Expertek

Founded in 1992, Expertek provides solutions and services designed specifically to help distributors manage and grow their business. Its full-service offerings feature leading ERP, Distribution, CRM, eCommerce, mobile and data center solutions, along with implementation and strategic services, IT consulting and delivery options that include cloud deployments. Expertek's experienced consultants deliver a proven track record of helping businesses optimize inventory, reduce costs, enhance operational performance, expand sales channels and increase overall productivity. www.expertek.com

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