



Version 4.0: Order Entry & Inventory Enhancements

The Order Entry and Inventory sections have received a number of enhancements for eFoodUSA's Version 4.0. The following are some select aspects you may notice in these two popular sections.

When you first click the Place Order button, you will notice something new—an opt-in e-mail address field with a link to add up to three e-mail address. These addresses will be used only for order notifications and other possible communications from the website and Distributor. On the following screen, you will notice a “Select Date” link next to the requested order ship date. This link produces a small pop-up window which includes an interactive calendar to assist in choosing your ship date. If you enter or choose a date that is not according to your customer guidelines, a pop-up warning will notify you of your allowed shipping schedule days. Order cut-off times are checked here, also, for next day delivery.

Manual Entry has a brand new format in Version 4.0. Simply enter the item numbers and quantities in the fields provided and the item description will auto-populate and additional empty fields will be created for more entries. Alternately, your Order Guide(s) will be available for your order, which also has a new maintenance format (see page 2). For your convenience, your selection will be remembered and selected by default the next time you want to place an order. You may, of course, change this selection before continuing with your next order.

Standing Orders is another enhancement to the Place Order section. First, you may create a list of items and quantities that you frequently include with each order. Then, when you are selecting options for a new order, you may select whether or not

to include the standing order items. The standing order item quantities can still be adjusted before you place your order, if you desire. And speaking of entering quantities, even this has been simplified in Version 4.0. By popular demand, the Tab key now moves your cursor from quantity field to the next quantity field (or item to qty to item, etc. in Manual Entry). This allows for faster and smoother entry! In addition, as you enter quantities for your order, a running Total will be calculated at the top of your order.

Once you recap your order, informative order warning messages will notify you not only if you have an error or questionable entry with your order, but also what exactly is wrong, whether it be a high quantity, an “each” that was ordered from a non-splitable case, or any other irregular entry.

Inventory contains quite a few of the same enhancements as found in the Place Order section, such as: the new manual entry format, last selection remembered for the next time you create an Inventory, tab key from qty to qty, inventory running totals, and more informative warning messages.

Inventory also allows for all Order Guides to be available for use in creating an Inventory. Some Order Guides which may not be allowed for Order Entry by Corporate restrictions will still be allowed in the Inventory section for creating personal inventories.

Another impressive enhancement to the Inventory section is Par Level ordering with both “build to” and “re-order level and quantity” options. With Par Level orders you can create an inventory, and then place an order based on those calculations to either “build” your stock to a certain level, or “re-order” a certain quantity once a pre-determined level is reached for particular items, or a combination of both.

In The News:

- *eFoodUSA attended the MUG Annual Conference on February 15-18, 2006 in Ponte Vedra Beach, Florida.*
- *eFoodUSA attended both sessions of the UniPro Foodservice Spring Purchasing Conference on March 17-22, 2006 in Nashville, Tennessee.*
- *Congratulations to Indianhead Foodservice Distributors, a valued eFoodUSA client, for earning the “UniPro Distributor of the Year” award in their volume class!*

Inside this issue:

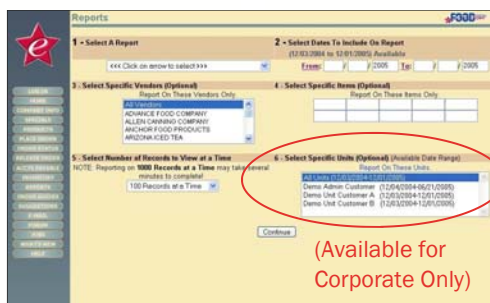
Feature Focus: Individual & Corporate Reports	2
Version 4.0: Order Guide Enhancements	2
Version 4.0 Enhancements Brochure Available	3
Tech Corner: Acronyms with a Twist	3
Version 4.0: Distributor Maintenance Enhancements	3
From the President's Desk	3-4

Feature Focus: Individual & Corporate Reports

An eFoodUSA-powered website has a great advantage with its reporting capability. Reports are useful tools for operators in many ways, including for calculating rebates and budget planning. This issue's feature focus will discuss Individual and Corporate Reports.

Corporate Reports differ from Individual Reports by including sales data from either the Corporate Account, one or more Unit Account, or all Accounts assigned to that Corporate Customer. Corporate Reports are also available in Summary or Detail format.

All reports can be created in the Reports section by clicking the Reports button in the Navigation Bar of an eFoodUSA-powered website. Here you will have an option to select your report criteria and "fine tune" your report results. Required criteria selections include the type of report and the date range of data to include on your report. Optional criteria selections include vendors and/or items to specifically report on, and the number of items to display per page.



Printing a report is as easy as clicking the Print button on your browser window, or selecting the Download link at the end of the page to export it into a Microsoft Excel format.

Our Version 4.0 upgrade also includes enhancements to the Reports section. The Sales History Date Range is displayed to inform the customer of the available data for their account. For a Corporate customer, this Date Range includes all data from all units and will dynamically adjust according to which units are selected for the report. Another enhancement is the Calendar Feature now available for date

selection. When the "From" or "To" links are clicked, a small window with an interactive calendar will open. Click a date on the calendar, and it will be entered into the appropriate date field.

If you would like to see a particular feature of an eFoodUSA-powered website discussed in a future Feature Focus article, please send an e-mail to: heatherh@efoodusa.com.

Version 4.0: Order Guide Enhancements

The Order Guide section is another feature that has had many enhancements. You may edit your Order Guide or Order Guides through the Place Order and Inventory sections as always, but now you may also click the Order Guides button for a new re-designed Order Guides section.

Creation of an Order Guide has never been easier. Everything can be done in one section. When creating an Order Guide you may name it, create a category, and immediately add items under it — all in one section. When an item number is typed correctly, an auto populated description will appear for that item. Once a category or item field has text entered, a new field will appear beneath it for another category or item. Inserting items and categories between existing ones is as easy as clicking an "Insert" button.

You may create as many Order Guides as you wish, and all are available in our enhanced Print Order Guide interface. Print criteria can be easily selected from drop down menus, including the number of columns and whether or not to show pricing. You may also choose to view and print your

Order Guide in a browser window or export your Order Guide to a Microsoft Excel format.

In Place Order and Inventory, you may view your Order Guide with a pre-determined number of items per page. This paging option is similar to the paging in the Reports section and allows for quick load times for customers with slower internet connections.



A more "user-friendly" interface for Order Guides!

Also in Place Order and Inventory, you may have the option of viewing the average use of items per month and/or the per unit cost of an item on your Order Guides. Average use is listed in a separate column on the right side and per unit cost is displayed by rolling your pointer over the price amount (if displayed). Both of these viewing options can be controlled by the distributor in the maintenance section.

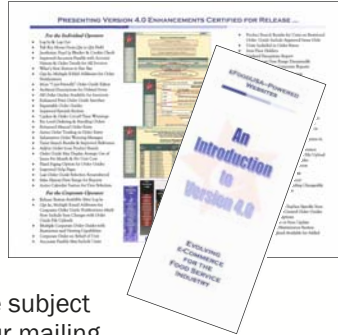
Order Guides can be great time-savers and organizational tools for your customers. With our more "user-friendly" interface, we encourage you to take advantage of this great feature!

Version 4.0 Enhancements Brochure Available

Have you seen our latest brochure? Would you like to learn more about eFoodUSA's Version 4.0 with over 75 new enhancements?

Request a copy of this informative brochure by sending us an e-mail at: info@efoodusa.com and include "V4.0 Brochure" in the subject line. Make sure to include your mailing address if you would like us to send a brochure via postal mail. If no postal address is specified, we will send a .PDF version of our brochure to your e-mail address.

Can't wait that long to get your brochure? You may also log into your Client Resources section found online at www.efoodusa.com and download the .PDF file, today!



Tech Corner: Acronyms with a Twist

The following acronyms have been created with an amusing twist. We like to encourage the use of technology in the food industry, but eating computer hardware is definitely not what we mean! As a precaution, in case you are inspired by someone who takes the "Apple" brand name too literally, read these helpful "tongue-in-cheek" warnings about eating computer hardware!

APPLE — All Processor Parts Lack Edibility

CD — Can't Digest

CHIP — Can Hurt Internal Parts

HARD DRIVE — Hardly A Readily Digestible Diet... Rarely Includes Vitamin Enrichment

IPOD — It Pains Our Digestion

RAM — Rudely Affects Middle

SCREEN — Somewhat Coarse, Rarely Eaten-Explains Nausea

Version 4.0: Distributor Maintenance Enhancements

Version 4.0's enhancements are not just benefits for the customer, but for the Distributor as well! In addition to new website color options and several optional features, the Distributor now has more control in the Maintenance Section of their eFoodUSA-powered website.

Real-time, web-enabled features, such as minimum/maximum order amounts, credit limits and credit holds can be controlled with a "flip of the switch" in the Maintenance section. This results in immediate changes to account settings for your customers. These changes, however, will be overwritten if you choose to update these settings with an optional file upload. Either make sure to change your file if a permanent change has been made, or assign an "*" to that field in order for the web-based settings to take precedence.

Several other new options in the Maintenance section are: assigning order cut-off times for all or for an individual customer; defining customer type codes for Specials and status codes for Order Status; multiple location, editable website messages with color, size and style choices; sales person reporting capability and more!

Call 847-888-3202 and get your Version 4.0 Upgrade today!

From the President's Desk By: Jim Whetstone

This is a very exciting issue we bring to you! For me, it may be the most exciting issue we have ever delivered and that is because we are focusing this edition entirely on the New Version of our software – Version 4.0. Version 4.0 has been

"[Version 4.0] is the culmination of many events happening and coming together with wonderful timing."

a long time in the making, but has been in our plans since we released the last version of our software. It is the culmination of many events happening and coming together with wonderful timing. Most importantly, there is a new version of the language

that the site is written in, which is a dramatic shift in the way the language works. This allowed our talented developers to creatively incorporate features that have been on our "Wish-List". Some items have been on the perpetual "list" for awhile, for example, moving from quantity box to quantity box with the tab key, because we could not provide that functionality with the language of the past. Other items on our "Wish-List" came from our multiple-month survey last year soliciting feature ideas to add to the site. While other features sprang from our team, by taking things that were suggested or needed and adapting them to other feature

(Continued on page 4)



107 East Highland Avenue
Elgin, IL 60120

Phone: 847-888-3202

Fax: 847-888-3292

E-mail: info@efoodusa.com

Visit us on the Web!
www.efoodusa.com

Evolving
e-Commerce
for the
Foodservice
Industry

Place
Stamp
Here

From the President's Desk

By: **Jim Whetstone**

(...continued from page 3)

ideas we had added to the "List".

As you read this issue, you will read about just some of the features that are included in the new version. There are too many features to highlight with any kind of detail in a single newsletter. For those who are counting, there are over 75 new features that have been added, which does not count the technical code improvements and enhancements that have gone on behind the scenes. In addition to all the new code we have added to the site, over half the existing code has been completely re-done to take advantage of the new language.

One of the greatest feats that we accomplished with this version, and a defining goal that eFoodUSA has had from the start, is that all this additional functionality comes with not one extra file needing to be produced or one existing file being modified. So no costly programming updates are mandated on the distributor side for all these added features. Of course, there is the option for a couple of new files that can be used to help manage some new functionality, but they are certainly not required.

So now how about cost and timing? First, there is no additional cost to having the new site. Yes, you read that correctly! No Cost! As for timing, as soon as the new site

passes QA (Quality Assurance) inspection and review, projected to be mid to late April, we will offer this to existing customers on a scheduled sign-up basis. Once a time is scheduled, there will be a fantastic new marketing kit sent that will help bring the new features to distributors and assist in bringing it to the customers. This will include a brand-new Demo-Tutorial program for CD. Our recent addition of offering the current Tutorial on CD has been a huge success. Then a new Version 4.0 site will also be set-up in parallel with the current site for a limited time period and a personalized get-acquainted live demo session will be scheduled for key technical, sales and management personnel, all together, for each distributor. This way everyone starts on the same page. I intend to conduct as many of those as I can personally.

What the new version delivers is, distributors offering more value and functionality to their valued operators that benefit from the increased usability, while also getting enhanced tools to help manage their business in the fast pace world that food-service has developed into. All the while, eFoodUSA will start working on the next version's "Wish-List" – but more on that next issue.