

**United States Global Trade Association: Enterprise Software Evaluation
for US Importers and Distributors** *release date 10/24/2004*

Due to an overwhelming number of inquiries into the **United States Global Trade Association**, we chose to conduct an impartial evaluation of Enterprise software applications for our membership.

The evaluation was based on 10 key requirements that our membership chose as “the most important for our industry”. From there we narrowed down the three most popular Enterprise Application vendors in the market, and gave each of them a rating for each requirement. We then tallied the results and gave them an “overall score”.

A brief overview of each of the vendors:

Microsoft Great Plains: Microsoft Business Solutions offers business management software and services that help small and mid-size organizations automate processes, make more profitable decisions, and accelerate growth. Microsoft Business Solutions–Great Plains® is an affordable, scalable solution that helps to address business-process needs at the lower mid-market segment and scales to help meet the requirements of complex business processes in the upper mid-market and corporate segments. Microsoft Business Solutions sells the Great Plains product suite exclusively through a network of resellers. To find more on Microsoft Great Plains visit

<http://www.microsoft.com/BusinessSolutions/default.aspx>

Best Software MAS 500: For over 25 years, Best Software has led the way in developing and supporting automated business management solutions. With a wide range of front office and back office solutions -including accounting, human resources, payroll, fixed asset management, customer relationship management, and e-commerce software- Best Software offers award-winning products and services that have revolutionized the way small and mid-sized companies do business in today's marketplace. With the support of their parent company, Best Software is poised to continue this history of leadership with innovative offerings that expand to accommodate the changing needs of today's growing businesses.

As the most powerful member of the family, MAS 500 is a highly reliable and robust software system. MAS 500 boasts integrated solutions that automate all areas of business management including CRM, accounting and financials, project accounting, distribution, manufacturing, human resources, and more. To find more on Best Software MAS 500 visit:

<http://www.bestsoftware.com/>

VISCO Venture Information System: The Venture Information Systems Company's

(VISCO's) purpose is the development and sale of the Venture Information System. The Venture Information System is a software package designed specifically for Importers and Exporters in an effort to improve business efficiencies in the area of shipment tracking, inventory management and associated logistics. The combined talents of their development team in terms of industry expertise and high-end software development assured the creation of a very usable and very comprehensive software package.

The Venture Information System was designed by international traders with extensive industry background. Their experts recognized what's most important to their customers; when incorporating a new software program into their company, they expect significant increases in efficiency of their business.

Also, customers appreciate not having to change the way they do business because they change the software they are using. Furthermore, they anticipate continued personal support without the costs of a full time IT staff. The information provided by the VISCO package will streamline business processes and improve profitability. To find more on VISCO Venture Information System visit:

<http://www.ventureinformationsystem.com>

Solution Name	Great Plains	MAS 500	VIS
Remote Access	No	No	Yes
Landed Cost Calculation	Yes	No	Yes
Inventory Forecasting	No	No	Yes
Quoting System	Yes	Yes	No
Shipment Tracking	No	Yes	Yes
Developer Support	No	No	Yes
Mature Product	Yes	Yes	No
Expandable	Yes	Yes	Yes
Modular	Yes	Yes	No
Customizable	Yes	Yes	Yes
Overall Rating	B+	B	A-

Summary: After careful review of the solutions listed above we can conclude that each of these applications will fit the industry, however your choice of solution will vary depending on your specific areas of interest.

We can group MAS 500 and Great Plains into the same category of mature products with strong customer bases. The downside is that both applications will require significant modifications and customization to accommodate some of the most fundamental needs of the industry.

In contrast, the Venture Information System Company (VISCO) is a younger company with a comparatively “untested” product. However, VIS scored the highest on all of our functionality categories largely because it is an application designed by industry experts, for importers and distributors.

All of these companies will provide free demonstrations of their solutions either through a CD-Rom or a live demonstration using the web.