WHY STONE PROFIT SYSTEMS?

We Know Your Business

SPS has been meeting the needs of some of the largest distributors, fabricators, and manufacturers in the stone industry. With our experience we know the best practices in the trade.

Exceptional Quality

Our leading knowledge of the industry brings relevant and easy to use solutions of the highest quality to stone and tile businesses.

Best Overall Value

The value of SPS is demonstrated by an engaging user interface, exceptional quality, our continued commitment to service, and our corporate reliability and stability.

Access Anytime, Anywhere

If you can access the internet you can access your data. That means you gain 24/7, anywhere on the planet, access to your information. You will always be up to date whether you're on the road, or not. This benefit alone will open new doors to the ways you do business, we guarantee it!

Secure Data

When it comes to protecting your company be the anti-risk taker. With SPS you gain access to some of the best managed dedicated hosting vendors in the world. You can rest assured knowing your data and information will be safe and secure. Once the system is in place, you are able to control possible threats against your server such as: disgruntled employees, data destruction, break ins, environmental damages, failed backups, hackers, etc. Our dedicated hosting venders offer the following:

Secure Data Continued

• 128 bit data encryption on all transactions
• Locked Server Cage with biometric access controls
• Fire and flood prevention systems
• Continuous system redundancy (Optional)
• Daily data backup
• Complete nightly out-of-state backup. (Optional)

SPS does not host your application and data, but helps you find the right vendor for managing your applications' server. We work closely with some of the best names in the business such as Rackspace, The Planet, Hostway, etc.

Furthermore, with SPS you can download your data anytime you like to make your own backup.

Multiple Levels Of Access

The administrator controls which users have access to what functions/modules. Users can have access to multiple functions within the system depending on their access level and duties in the company.

IP Security Login Access

IP Security log-in access gives the administrator the ability to allow or deny access to specific users depending on their location. Some users require access outside of the office, such as managers, salesmen, and drivers. Other users can be restricted to only have access when at the office.

Easy To Use

All of your data is organized into user friendly modules that allow you to search, review, and create transactions and data without breaking a sweat.

Setup And Configuration

Once your service order is complete, you will get access to your pre-configured system within days, not weeks. Each new account includes as a minimum:

- Setup of all warehouse, showroom, shop, and factory locations
- Complete set of pre-configured defaults
- Support for static data transfer of existing customers, suppliers and materials
- Support for dynamic data transfer of transactions and accounting components
- Training of various departments in your company

Easy Implementation

To run SPS you need a Computer or tablet with an internet browser, and an internet connection. Implementation can be accomplished, on average, in less than half the time required by competitive solutions.

Customized Configurations

Because SPS is the most configurable solution on the market, you can rest assured that the system will work with your business the way you want it to.

Training

Prior to any formal training, SPS works with managers to determine the best strategies to implement and support employee training.

SPS offers online web-based training with each implementation and to any new employees that join at a later date. We make it easy for your employees to learn the functionalities of the system that are required to perform the tasks in their job description.

Research and Development

SPS is the largest IT company working with the stone and tile industry, so you can be sure your investment is protected. We continuously update our products and rollout new modules. SPS conducts feedback sessions to collect ideas that enhance the user's experience with the product and simultaneously provide SPS with more rich functionality.

Support

The quality of technical support should be one of the primary considerations when selecting an enterprise software system. Calls to SPS's toll free telephone support lines are efficiently routed to the appropriate software or hardware specialist for expert assistance. Support calls are tracked to monitor the nature of the call as well as the response time.

SPS Remote Diagnostics reduces your support costs and enables immediate determination of the problem and an effective resolution for the client.

Quotations and Options
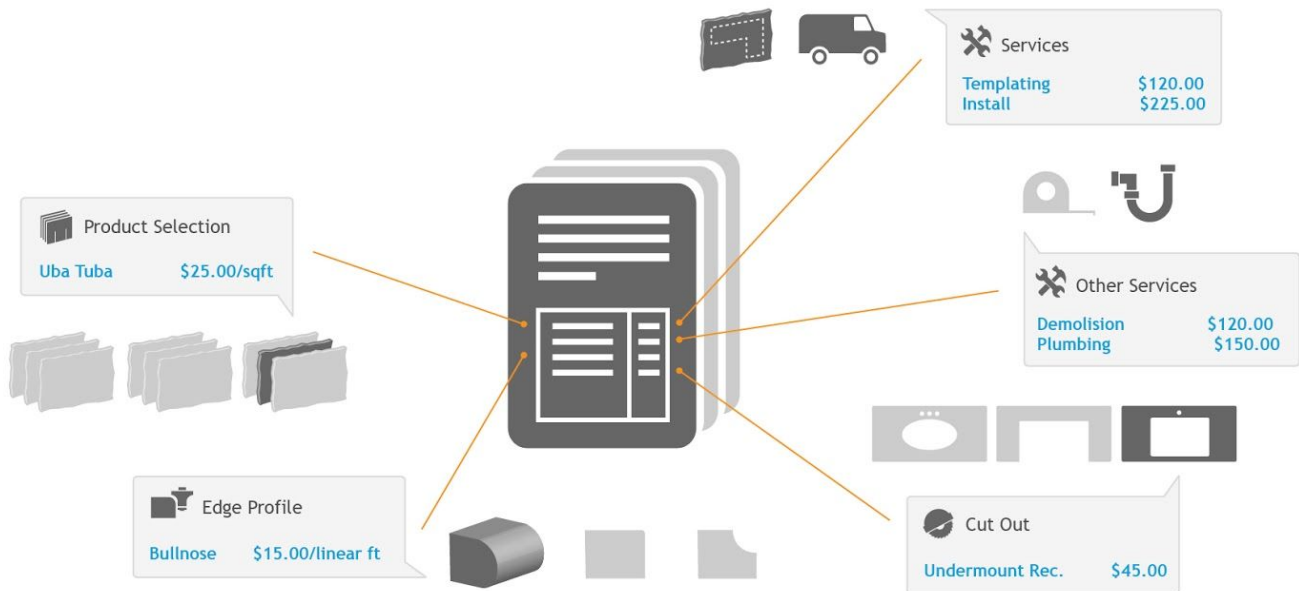
Start your quotation by selecting the appropriate product you wish to sell the customer. Then enter the details:

1. Countertop Color & Square Footage
2. Backsplash Color & Square Footage
3. Template, Fabrication & Install Charges
4. Edge Profile
5. Cutout (Undermount Sink, Cooktop, Faucet Holes, etc.)
6. Sink selection
7. Tearout of Existing Countertops
8. Plumbing, Delivery, any other Miscellaneous Services

Option Lines

Want to show your customer the price for choosing a different color? Add an option line and show them the breakdown on the same printout.

SO	SubHeading/Item/Service	SKU	Description	Quantity	Fulfilled	Balance	Unit Price	Extended	Tax	Hide
10	KITCHEN COUNTERTOP									
20	Absolute Black Honed *Restriction: Lot*			36.90 SF	0.00 SF	36.90 SF	$43.00	$1,586.70	N	
	Options									
	Granite Black Pearl	IA SP			$32.00 / SF = $1,180.80 ✏	$405.90 less ✖				
	Marble Calacatta White	IA SP			$98.00 / SF = $3,616.20 ✏	$2,029.50 more ✖				
30	Bullnose_Stone Edges			12.00 LF	0.00 LF	12.00 LF	$12.00	$144.00	N	
40	Cooktop Cutout (Stone)			1.00 EA	0.00 EA	1.00 EA	$125.00	$125.00	N	
50	Clipped Corner 0.75 - 3 (Stone)			1.00 EA	0.00 EA	1.00 EA	$35.00	$35.00	N	
60	Bump In			1.00 EA	0.00 EA	1.00 EA	$200.00	$200.00	N	
					Subtotal:	$2,090.70				

Drawing and Layout Module

Name	Item		Description		Quantity		UnitPrice		Extended	Tax	Hide
Subheading 1			+ Item	+ Service							
Material	Granite Alaska White	✕			39.9 SF	$	60.00 SP	$	2394.00	☐	☐
Edge	Bevel	✕			24.7 LF	$	15.00	$	370.50	☐	☐
Radius	Radius 0.75 - 3 (Stone)	✕	4" Radius Corner		6 EA	$	35.00	$	210.00	☐	☐
Cutout	Drop In Sink Cutout (Stone)	✕	16" Cutout		2 EA	$	150.00	$	300.00	☐	☐
Arc	Arch	✕	4" Arc		1 EA	$	150.00	$	150.00	☐	☐
							Sub Total:		$3,424.50		
							Total:		$3,424.50		

Drag-and-Drop

The SPS drawing tool is simple and easy to use. Our toolbox of items allows for creating a clear image for your customers while allowing you to use the products and services specific to your business.

Quantity Calculation

In the process of drawing, the surface square footage and edge linear footage are automatically calculated below. After selecting the correct product/service for your customer, their pricing will automatically populate into the unit prices as well.

Nesting Tool

Slab Count Estimator & Nesting Tool

Sometimes it's tough to predict how many slabs you'll need for an order. To avoid over-ordering or under-ordering for your customer, SPS has a tool for adding seams to your drawing and then dragging them onto slabs of whichever size you enter. This can then be used to determine your costs, and then calculate the unit price you will need to charge your customer to accomodate for the costs.
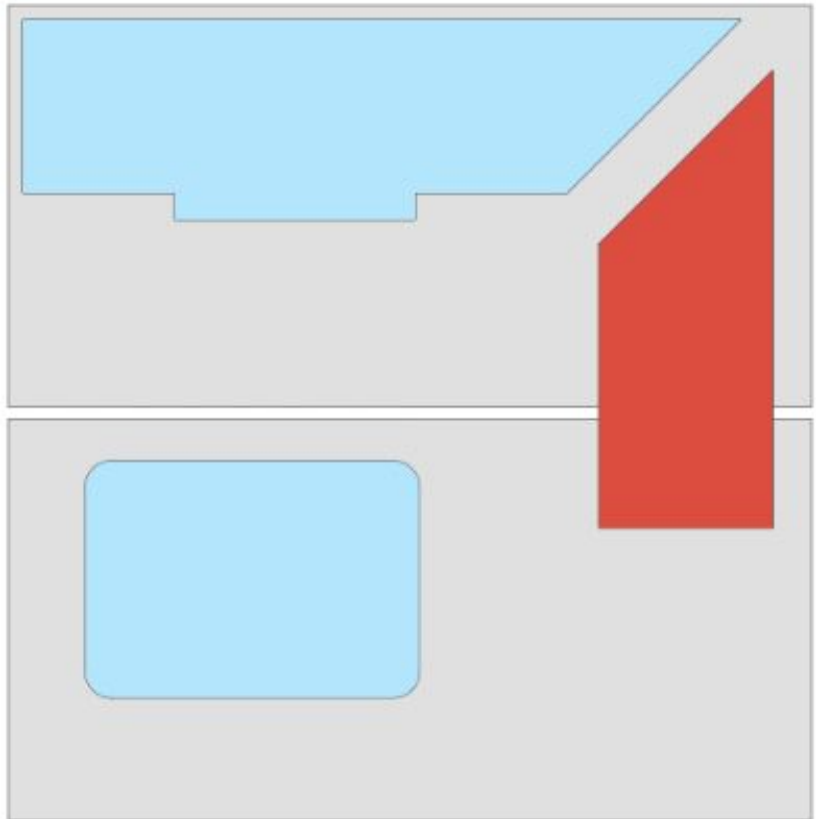
Supplier Pricing / Special Order Calculator

Price Calculator from Cost - Silestone Alpina White (Non Stock)

	Supplier	Phone	Email	Unit Cost
⦿	Cosentino (*PREFERRED*)	P1: (248) 909-9552		$19.45
○				$

Serial Num	Lot	Bundle	Len x Wid	Slabs	Area	Unit Cost	Extended	Note	
			128 " x 63 "	1	56.00 SF	$ 19.45	$1089.20		✖
			" x "	1		$			↵ ✖

Add More Lines

Subtotal:		56.00 SF	$1089.20
Markup Multiplier:	⦿1.1 ○1.2 ○1.3 1.10		$108.92
Tax:	Ohio 6.75 - 6.75% 6.750 %	$ 73.521	
Additional Charges:		$	
Delivery/Freight Charges:		$ 100.00	
Total Cost: (*Clear all Costs*)			$1,365.56

Copy Total Cost into Item Charges

Quoted Price:

Product Charges:	37.00 SF @ $ 36.91	$1365.67	
Fab/Other: (*Fabrication*)	37.00 SF @ $ 30.00	$1110.00	
Margin: ❓	⦿0.1 ○0.2 ○0.3 0.10 $7.43	$275.07	
Total Price: (*Clear all Prices*)	37.00 SF @ $ 74.34	$2750.58	
Wastage:	19.00 SF 33.93 %		

Internal Note:

Cancel   Save

Price List Management

Manage all supplier price lists within your item catalogue. Provide SPS with your current supplier price lists, and we do the rest. Maintaining and updating costs and default quartz sizes is seamless and available to front end users with permissions.

Special Order Pricing

Determine your special order quoting price based on the cost, mark-up, freight charges, and an optional fabrication charge.

Below Cost Alert

If your special order quote price is below the cost of your material, the numbers will show in red. If the price exceeds your quote and gives a margin, the numbers will show in green.

Job Costing
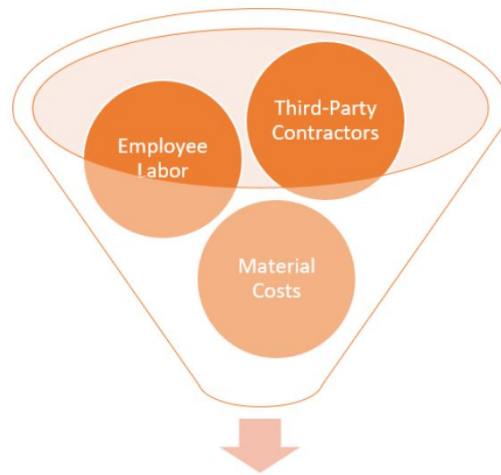
Actual Slab Cost

SPS leads the industry in costing of slab materials. We attribute several factors to the landed cost of your inventory to provide you with an exact cost per unit. When you mark a slab to be used for an order in SPS, you'll see the actual cost of that slab being added to your job cost.

Remnant Valuation

As an option, remnants can be taken into account for your job costs in SPS. Using our remnant valuation rules, you have the ability to choose which remnants carry a value back into your system at a full or depreciated value.

Employee Labor

Labor by your installers, shop workers, or other employees can be tracked in a multitude of ways in SPS. To attribute hourly wages or costs from machine usage onto specific jobs, we have several options for time-tracking hours spent on each individual job.

Sub-Contractors

For companies who hire others for services such as plumbing, delivery, or sub-contracted installation, we added a way to attribute the costs from these services into the cost of an individual job.

Product Detail Pages

Photo Archiving
Store pictures and easily create a library of images

Price Levels
Record up to 100 price levels by dollar amount or percentage.

Reorder Levels
Never run low. Enter a safety stock, and reorder level for each product.

Up-to-date Information
Quickly see information that involves the product. View holds, sale orders, and purchase orders that the product is attached to, and also see what is currently in stock.

Units and Packaging Details
Update units of measure and packaging details for products other than slabs such as: tile, landscaping, and/or cladding.

Inventory Tracking

Purchased As: White Dunas Silk — Supplier Y

Purchased As: Ecuador White — Supplier X

Stored As: Bianco Romano

Alternate Names:
Ecuador White
White Dunas Silk
Star White
Diamond Royal

Sold As: Bianco Romano — Customer A

Sold As: Star White — Customer B

Sold As: Diamond Royal — Customer C
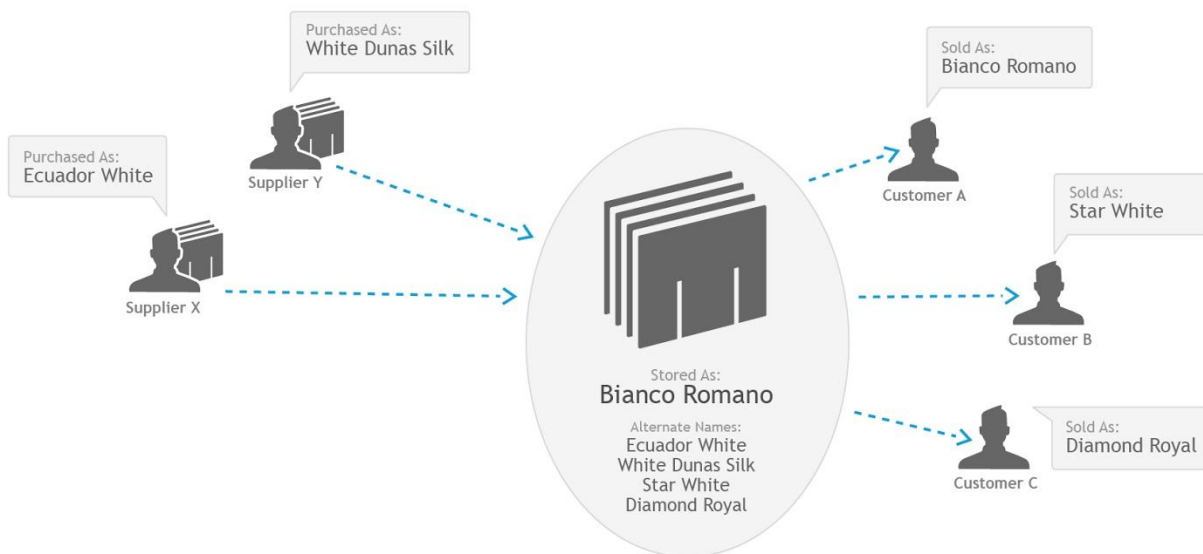
Serialized Items

SPS gives you the ability to individually serialize and barcode your inventory. This means you can have the utmost visibility on each item as it is added to sales, or moved through production.

Alternate Units of Measure

If your company offers tile or other materials to customers, you have the ability to add multiple units of measure to those items. This way, you can buy and/or sell by any unit of measure without having to manually calculate.

Location Management

Finding where your slab is located within any of your warehouses is a breeze with SPS. We tag inventory items with a company location and a bin location within your facility. Users can easily move items from one location to another when needed.

Physical Counts

SPS has a built-in function for counting your inventory that makes hand-counting a thing of the past. The system allows for scanning inventory to count, then gives you an overview of which items are missing or need to be updated.

Logistics

Inventory purchased from overseas can appear in SPS immediately to allow you to track the inventory as it moves from ports to land to your facility.

Slab Detail Information
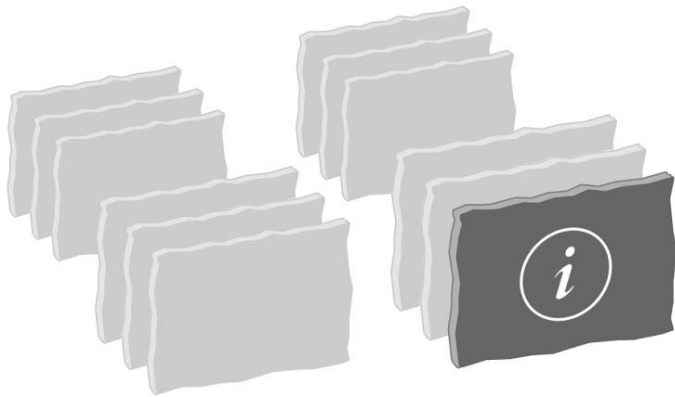
Detailed Slab Information

Material:
3CM Uba Tuba Polished

Serial #:
468773

Location:
Your Warehouse

Bin #:
B-24

Type:
Slab

Category:
Granite

Lot #:
UB 123

Bundle #:
468773

Barcode #:

Packing List:
110"
72"

Received:
109"
71"

Current:
111"
72"

Size Tracking

Track the serialized information of the inventory you bring into the warehouse at a line-by-line level as the inventory changes throughout its time in the warehouse.

- Packing List Size
- Received Size
- Sold Size
- Return Order Size
- Current Size

Slab Cost

Track the cost of the slab as the value changes.

- FOB Cost
- Landed Cost
- Revalued Cost

Slab Walkthrough

Users can view the walkthrough detail on each inventory item to see the history of transactions for all slabs and remnants.

Slabsmith Integration

Our integration with Slabsmith allows you to import photos and sizes taken with their software directly into SPS as inventory lines.

Remnants
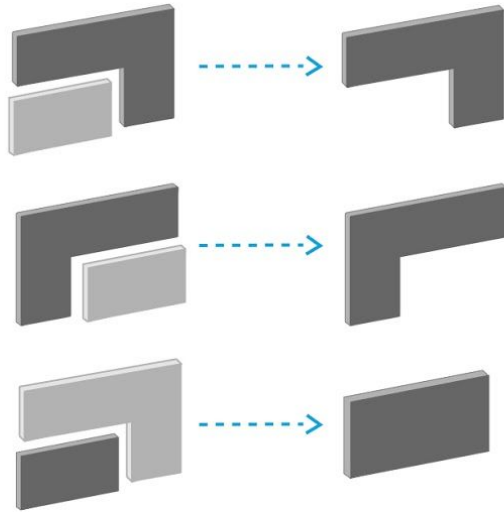
Remnant Slab - Right "L"

Material:	Bin #:	
3CM Uba Tuba Polished	R-24	
Unique ID:	Lot #:	Barcode #:
R256	UB 123	
L1 x W1	L2 x W2	sqft:
72"x 48"	47"x 23"	15.64 sqft

Inventory Tracking

SPS allows you to create a remnant directly from the job the original slab was cut for. The user is able to define the shape (Rectangle, Left L, Right L), sizes, and cost of the remnant. The remnant then gets sent into inventory with an extended serial number and will always be linked with the original slab.

Real-Time Remnant Creation

With SPS you have the ability to create remnants immediately as they're cut at the saw. Simply scan the original slab to enter the details about your remnant, then print your new barcode.

Remnant Costing

- Slow moving/Special Order
- Fast Moving
- User Defined

Barcoding

Stone Profit Systems, unlike any other inventory management system, tracks information at the slab/item level. Slabs can be tracked by square footage and number of slabs. This combined with barcode labels and scanners can make the daunting task of managing a warehouse full of individually unique products almost effortless.

Allocate/Cut Slabs on Jobs   Select which slabs are being used for a job by scanning their slab onto the job. Or, scan slabs as their cut in the shop.

Create Remnants   After a slab is cut, simply scan its barcode and enter the details for the remaining remnant

Physical Count   Instead of hand-counting, take inventory of your warehouse by scanning each item into our built-in physical count feature.

Selection Sheets   Scan barcodes as you walk around with a customer to track their interest in specific slabs.

Update Warehouse Location   Change the warehouse location tagged to items by scanning a "bin" barcode and then the slabs moving to that bin.
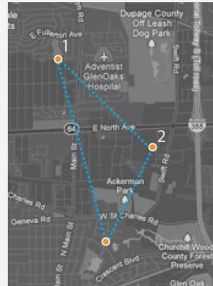
Job Tracking & Scheduling

Installation
Resource: Jim Smith

1 👤 Customer A   Standard Kitchen
   1 Piece Counter top - Uba Tuba
   1 Undermount Sink - SS 2 Well Sink
   1 Plumbing

2 👤 Customer B   Custom Kitchen
   2 Piece Counter top - Absolute Black
   1 Undermount Sink - SS 2 Well Sink
   1 Undermount Sink - SS 1 Well Small
   1 Plumbing
   1 Demolition & Carry Waste

Installations   Templating   Evaluations   Demolitions   Cabinet Intalations   Plumbing

Shop & Field Calendar
SPS has calendars for both shop and field. From the calendar, you can easily see what is scheduled, completed, or in progress. The drag-and-drop feature allows for easily re-scheduling.

Adding New Appointments
The activity boxes in SPS can be updated or scheduled from anywhere you see them in the system, opening up various possibilities for how you can schedule your jobs.

Mobile App
Installers / Templaters / Subcontractors
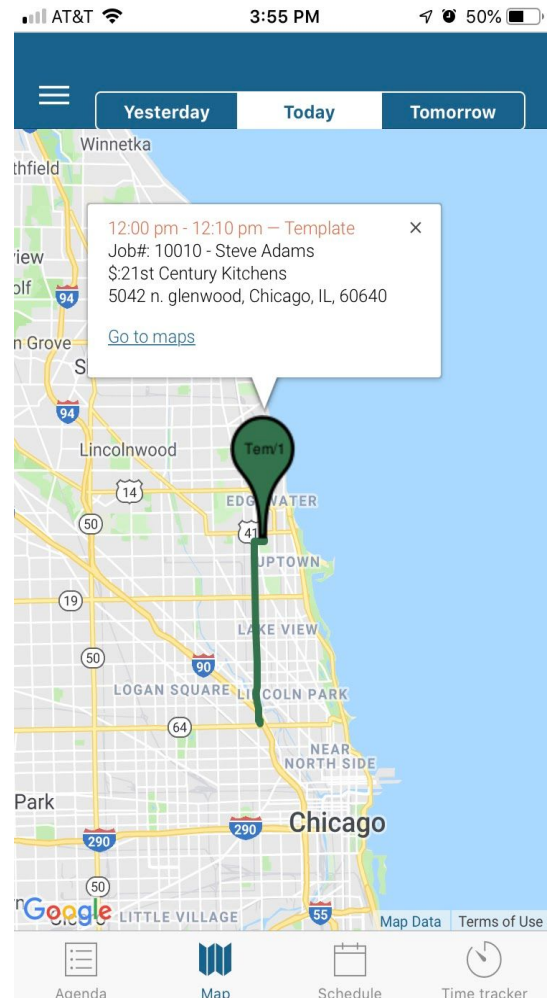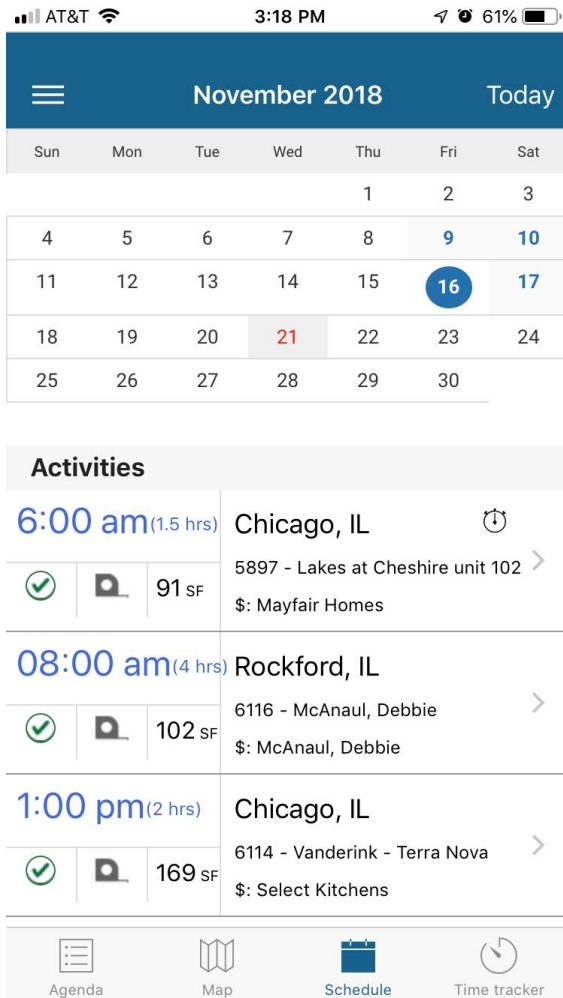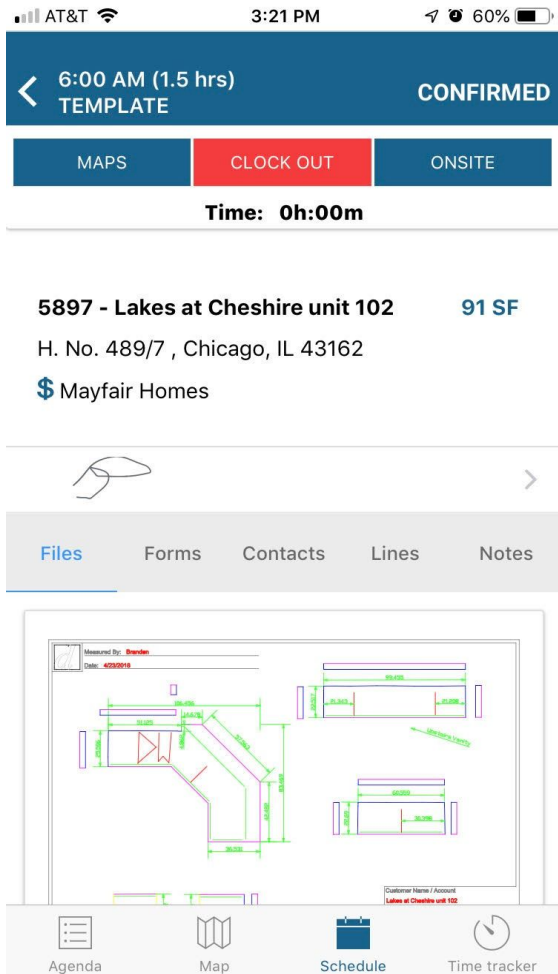

Schedule
Your template/install schedule at your fingertips in a daily or monthly view.

Directions
View directions to your job site directly on the app, or easily click to open up directions on your phone's GPS.

Mobile App

*Installers / Templaters / Subcontractors*
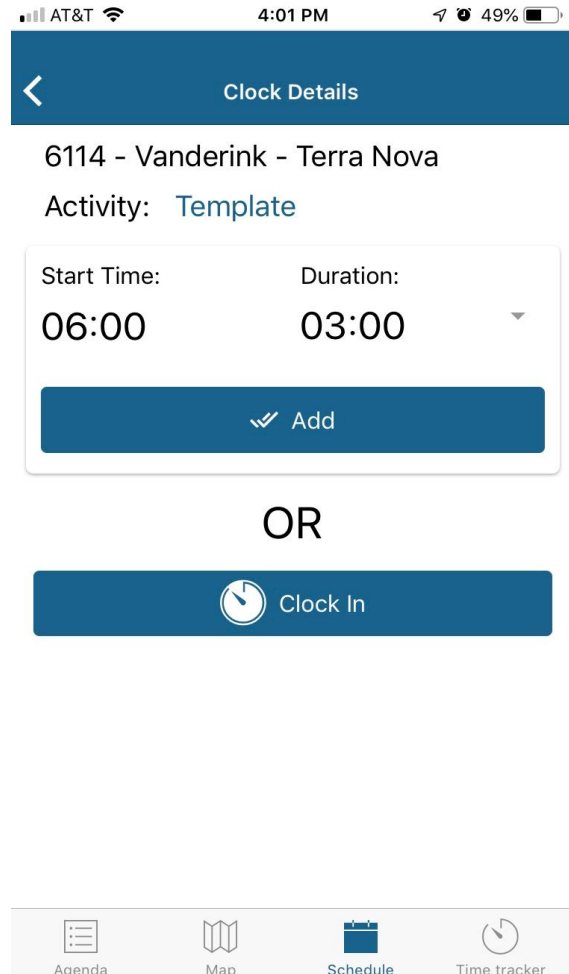
Job-Site Photos
View and add job files right from your phone. Template teams can take pictures on-site and upload them to the job page to be viewable back at your office immediately.

Time Tracking
Employees can easily clock in and out of jobs to give you visibility on the time spent at each job-site throughout the day. The time logged will go towards the job costing on a job by job basis.
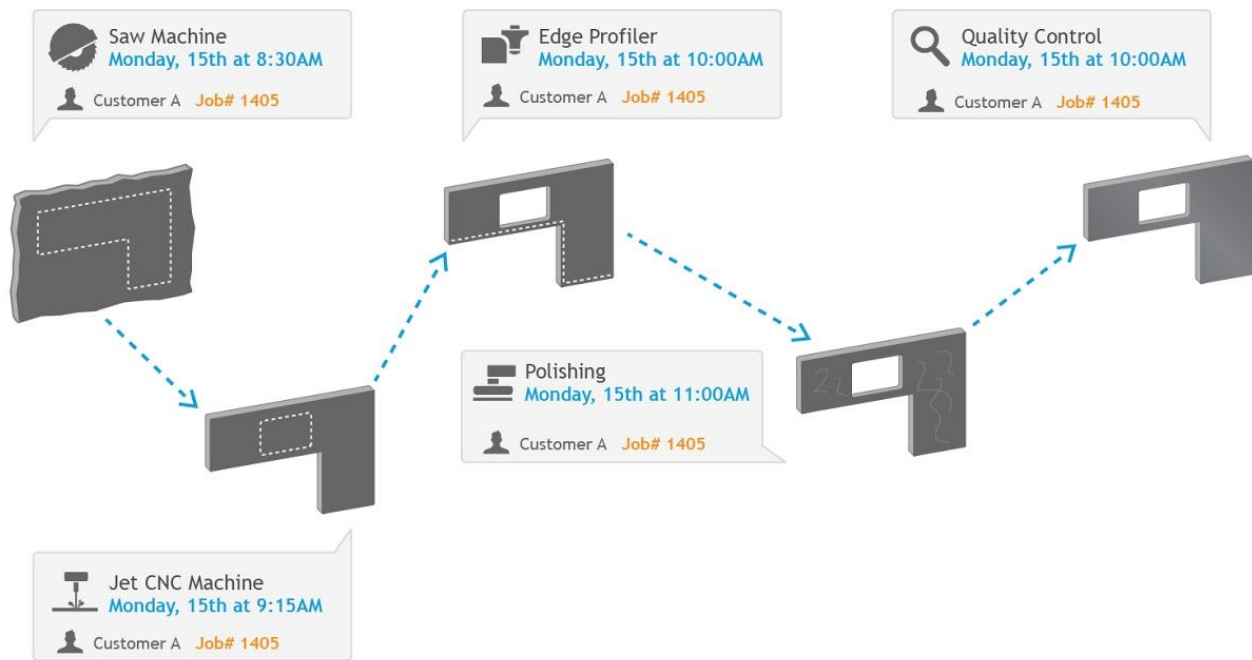
Mobile App

Installers / Templaters / Subcontractors
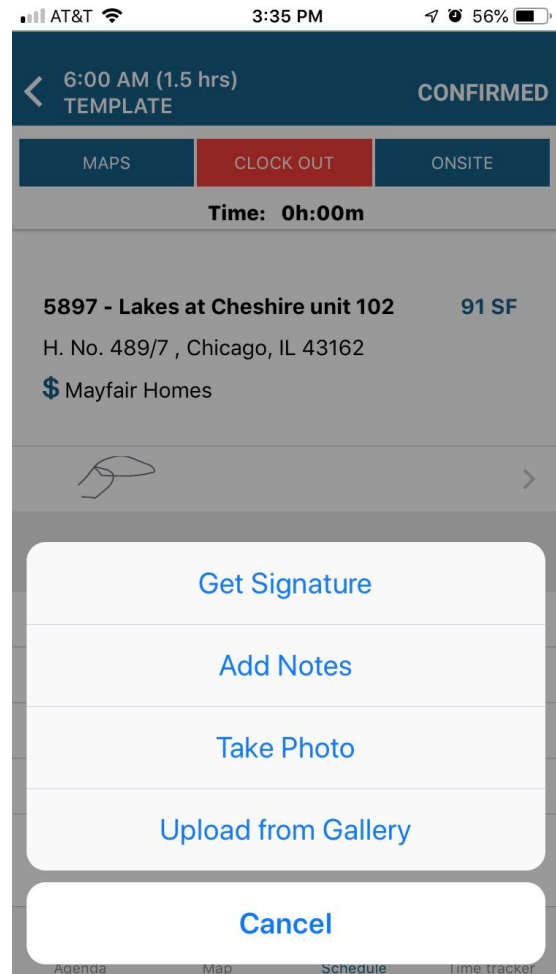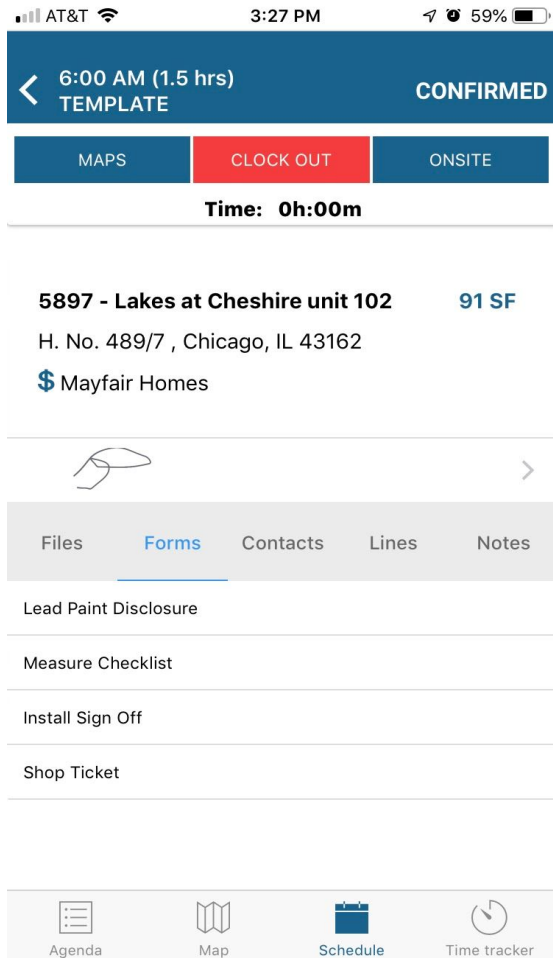
Forms

Job-specific forms can be opened from within the app and saved onto the job page for immediate viewing on the desktop version of SPS.

And Many More!

The app includes various other features such as getting a customer signature, adding notes the job's activity, or updating the job's status in real-time.

Pieces and Shop Scheduling

Saw Machine
Monday, 15th at 8:30AM
Customer A   Job# 1405

Edge Profiler
Monday, 15th at 10:00AM
Customer A   Job# 1405

Quality Control
Monday, 15th at 10:00AM
Customer A   Job# 1405

Polishing
Monday, 15th at 11:00AM
Customer A   Job# 1405

Jet CNC Machine
Monday, 15th at 9:15AM
Customer A   Job# 1405

Shop Scheduling

Track the production of your jobs as the materials make their way around the shop floor. Assign shop resources to specific job activities to track costing.

Create Pieces

Create individual cut pieces and assign shapes and quantities.

Barcode per Piece

Print the barcode for each piece and tag the piece as it moves across the shop floor.

Accounting

SPS includes a full-fledged accounting module with each system. With SPS, you can avoid double-entry into an accounting software. Additionally, the integration of accounting and job tracking means changes in your job after the initial job entry will be easily visible for accounting.

Receivables

- Credit Limits
- Hard Lock
- Past Due Lock
- Finance Charges
- Parent/Child customer roll up
- Customer Deposits

Payables

- Payment Holds
- Check Printing
- Sub contractor POs
- Employee Commission POs

Banking

- Bank Reconciliation
- Bank Deposit Tracking
- Bank Transfers
- Bank statement upload (csv, excel)
- Credit card statement upload (csv, excel)

General Ledger

- Memorized journals
- Journal Upload
- Multi balance sheet functionality
- Division tracking
- P&L by Location, Sales Rep

Credit Card Statement Upload / Bank Reconciliation

Credit Card Statement Upload

Tired of entering each credit card expense one line at a time? SPS allows you to upload the entire statement through an excel file and records your expenses all in one easy step.

Bank Reconciliation

Do your monthly bank reconciliation in SPS, matching the deposits and withdrawals in the system to what it says on the bank statement.

Use Tax Reporting

Transaction Reporting   Code customers and transactions to be eligible for use tax reporting and SPS will provide your use tax totals for any given date range.

Exact Usage Tracking   No more estimating use tax due based on your purchasing. SPS reports the exact square footage used on each job and the corresponding slab cost for the inventory on the job to give an exact snapshot of the use tax due.

Sales Tax Reporting

Multiple Tax Item Rates   Combine multiple tax items to fulfill a combined rate to account for State/Province, County, and City taxes.

Zip Code Lookup   Match your tax rates to a zip code and SPS does the rest by matching your install address zip code to the database of tax rates you've already provided.

HDConnect

New POS
HD POs pending creation in SPS

New PO Notes
HD PO Notes pending creation of CRM in SPS

HD POs: Pending creation of Jobs in SPS   HD POs: Jobs created in SPS

All Home Depot PO# that have not been entered as a Customer PO# for an existing Stone Profits Job will show up in this list.

Filter:

| HD PO Number	HD Order Number	Store Number	Store Name	Created Date	End Customer /Job Name	Job Type	PO Type	
62427893	233702	3862	PIQUA	2018-11-21 17:18:24	GRAHAM,RICHARDS	WILSONART F&	New PO	Create New Job
62427892	233111	3862	PIQUA	2018-11-20 22:10:16	JANET,STIENECKER	FORMICA F&D	New PO	Create New Job
54446497	326333	6954	GROVE CITY	2018-11-20 19:26:47	LEON,HABEGGER	CORIAN SOLID	New PO	Create New Job
62427891	232137	3862	PIQUA	2018-11-20 19:11:59	ROB,ALEXANDER	WILSONART	New PO	Create New Job
72453563	351729	3872	HILLIARD	2018-11-20 16:55:35	ANN,WURSTER	HI MACS W/PL	New PO	Create New Job
11482185	417068	3811	CLEVELAND AVE	2018-11-19 20:09:41	JASON,HUMPHREY	WILSONART	New PO	Create New Job
11482180	417712	3811	CLEVELAND AVE	2018-11-19 17:47:04	DREW,CLARK	WILSONART	New PO	Create New Job
54446480	328693	6954	GROVE CITY	2018-11-19 17:08:25	JANET,ADAMS	FORMICA F&D	New PO	Create New Job

Order Entry

View a live list of active Home Depot POs from every store you service and create a job from the same screen. SPS can match the Home Depot products and services to your master item list making order entry as seamless as ever.

Notes

Communicate back and forth with every HD store from within the SPS job you've created, keeping all conversations under the PO.

Webconnect

Website maintenance can be very time consuming especially when showing the products that you sell. The web connect module can cut the time and effort in half. This module allows your website to pull product information and pictures directly from your Stone Profit System. It is not only convenient to you, but your customers also benefit by seeing current and up to date information.
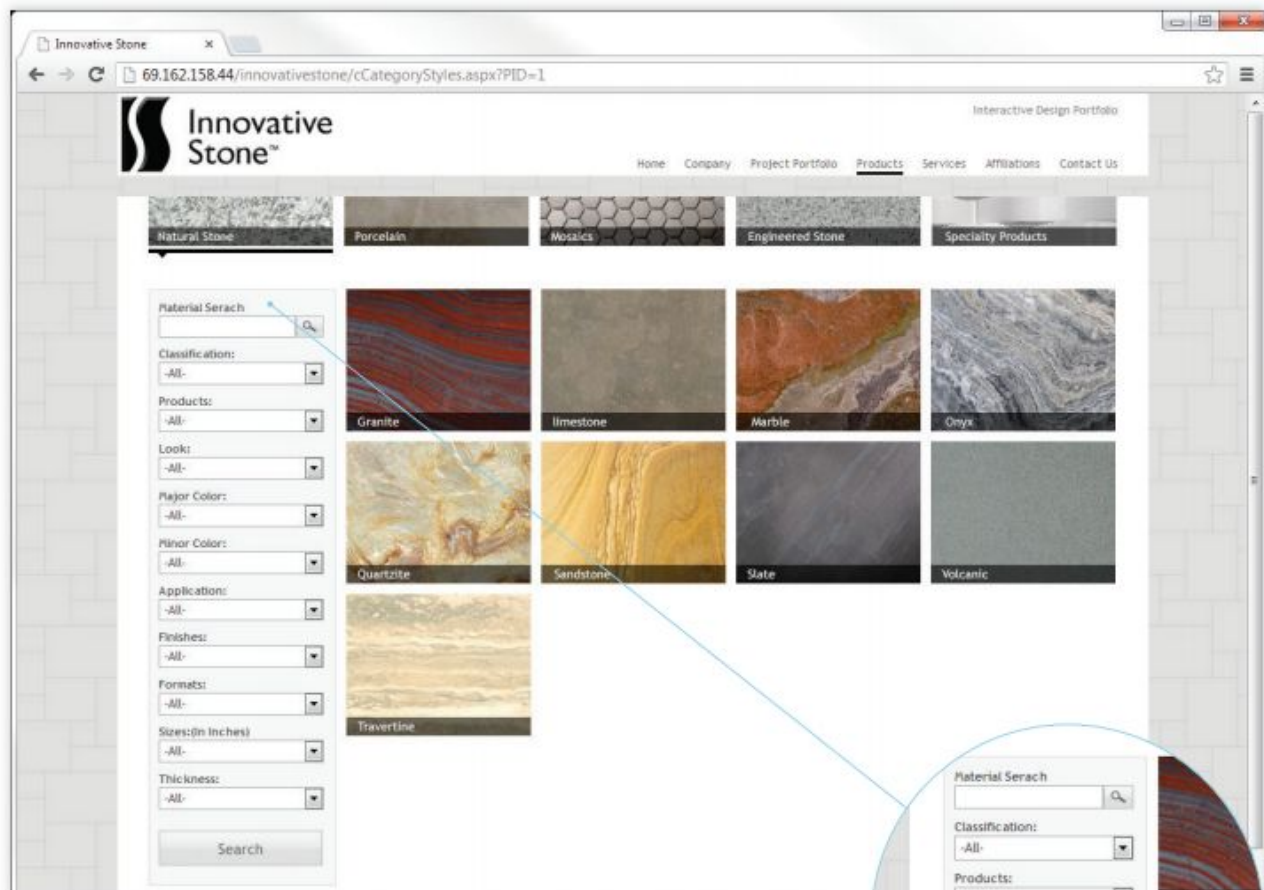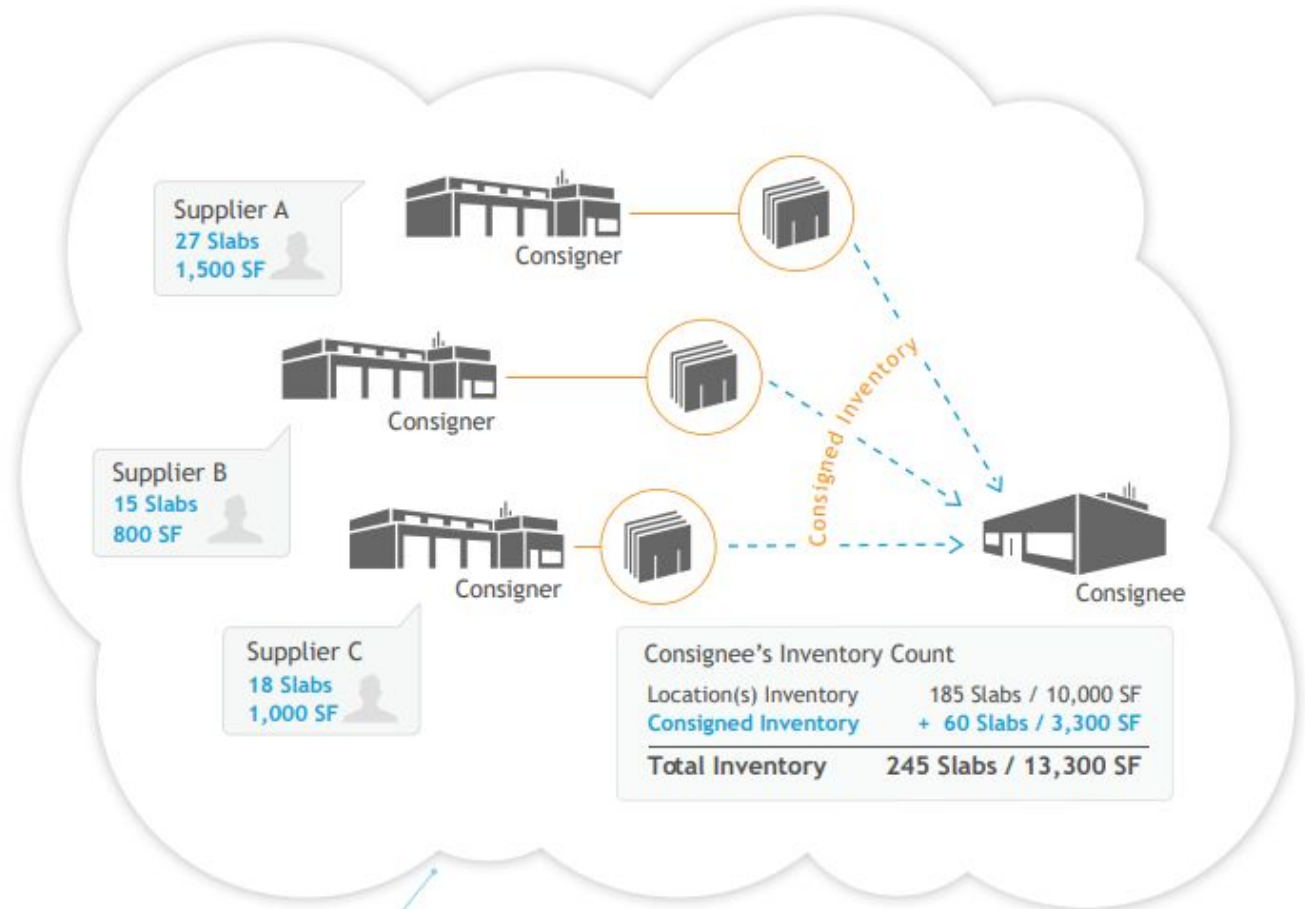

Products on Your Website

With the web connect module it is easy to group your products in a way that is easy for your customers to find the perfect product. Set up types, categories, and sub-categories in the system, and those divisions will reflect on the website automatically.

Search Products

Set up a search menu that allows your users to search and sort by: material name, type, category/nature, origin, color, location, and more. They can search by multiple fields to narrow the search down even more.

Inward Consignment

Supplier A
27 Slabs
1,500 SF

Consigner

Supplier B
15 Slabs
800 SF

Consigner

Supplier C
18 Slabs
1,000 SF

Consigner

Consigned Inventory

Consignee

Consignee's Inventory Count

Location(s) Inventory	185 Slabs / 10,000 SF
Consigned Inventory	+ 60 Slabs / 3,300 SF
Total Inventory	**245 Slabs / 13,300 SF**

Inward Consignment

With inward consignment you can bring more options and products to your customers without the overhead costs. The items that you have on consignment remain your supplier's inventory until you sell them.

Stone Profit Systems retains a distinct division of which payables are "consignment" and generates quick and painless reports that calculate the exact amount due to the supplier for the products consumed.

The system keeps a clear distinction between consignment and your inventory making it easy to manage both. The system's inventory search will display both consigned and actual inventory as available for sale.

Guestbook

Make your showroom interactive, and keep track of your visitors. SPS can provide a touch friendly digital guestbook where your customers or visitors can login, enter their information, browse through product photos, and make selections.

Guest Book
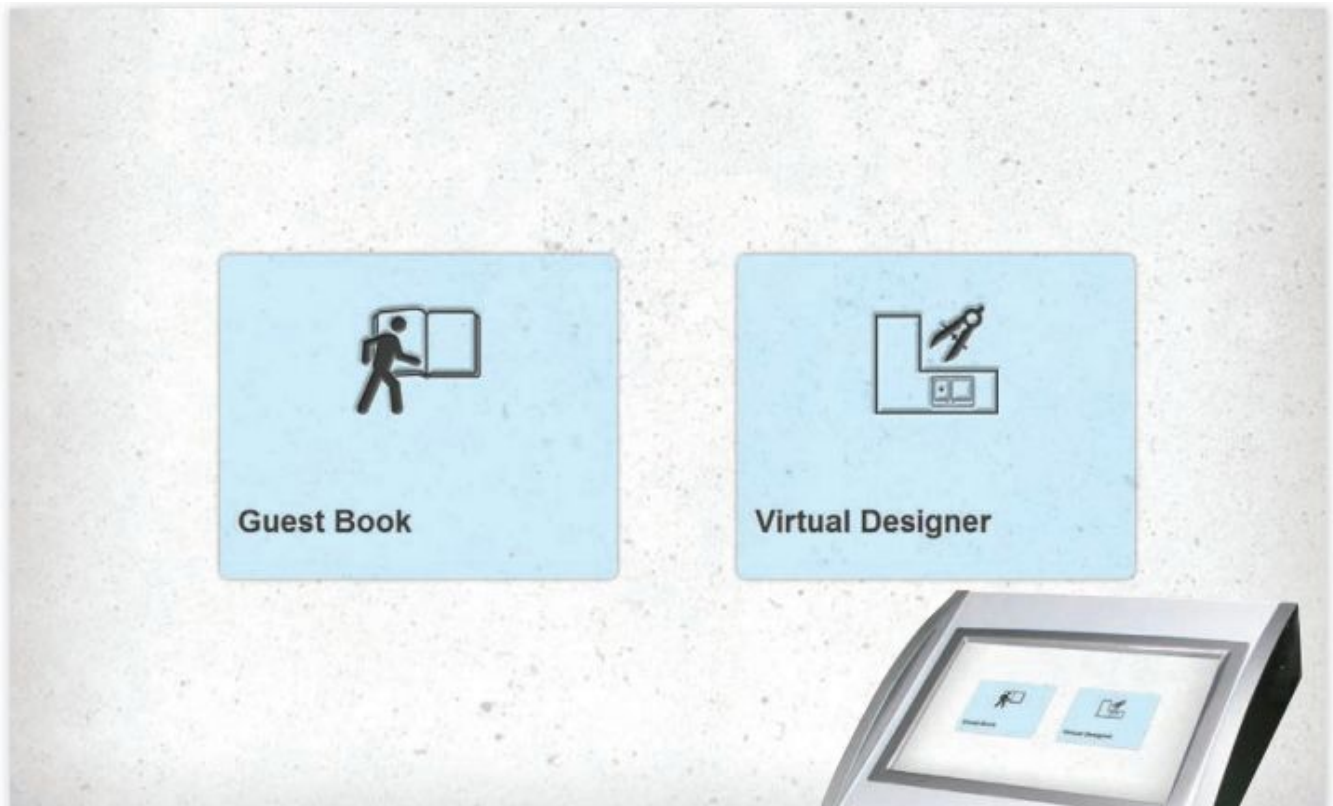
Virtual Designer

Digital Guestbook

Visitors in your showroom can sign into guest book to keep track of products they like and if your guestbook is equipped with the virtual designer they can save kitchen designs that they have made, and email the pictures to themselves.

User Permissions

To protect areas in your system from being viewed or edited by the incorrect employees, we provide hundreds of options to enable/disable for each of your users.

User Groups To make it easier to assign permissions to your users, you can create user groups to be assigned everyone who will all have the same level of access in your system.
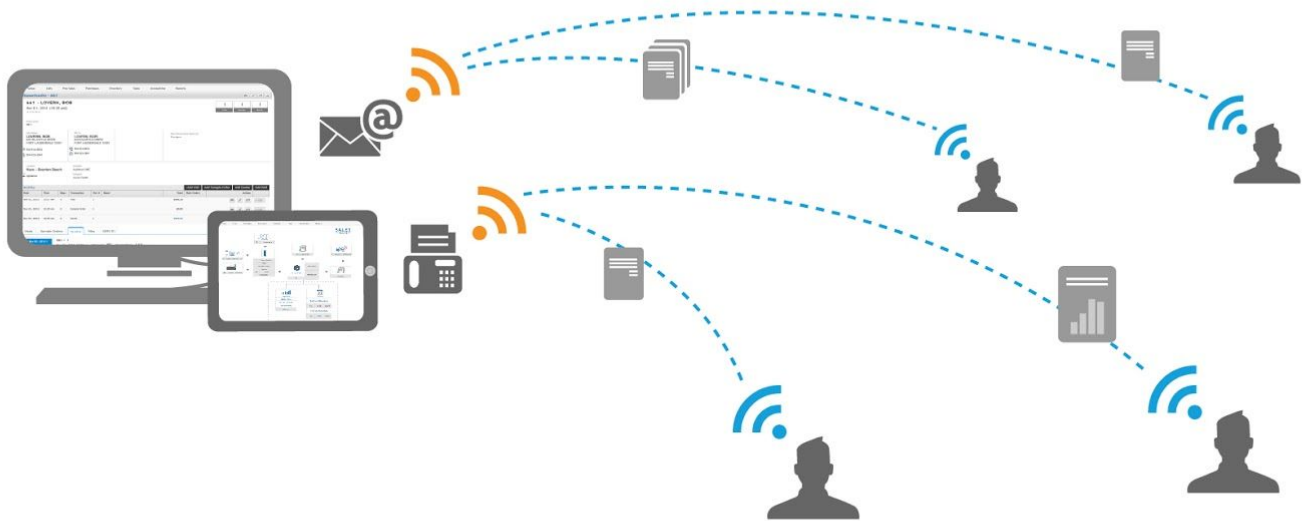
Credit Approval Limits SPS allows for setting a limit for how much a user can approve for your customers without needing to consult a manager.

PO Approval Threshold PO Approval Threshold SPS can set a limit for how much a user can purchase. Users can create unapproved POs for purchasing manager to review and approve in one click.

Email Functionality

SPS allows you to email any transactions directly from the system with the copy of the document attached as a pdf to the email. You can set up multiple default email accounts for your customers and email separate document types to accountants, sales reps, etc.

Email Documents Directly from SPS

Quotes

Hold Letters

Job / Sale Orders

Packing Lists

Invoices

Customer Statements

You can also fax documents directly from the system, using a third-party e-fax service.

Users can text from the SPS Jobsite Pro app by selecting the mobile number associated with the job to give updates on when the templater / installer is going to arrive onsite.