

CONVERGENCE2006

MARCH 25-28
DALLAS TX

The past year has seen major developments at Trinity which will help us to better serve our partners and customers. Firstly as you will see from page 3 we have teamed up with Azox which means that we now have a US sales and support presence. So this year we are proud to co-sponsor Convergence as Azox-Trinity.

Trinity have also been working closely with Microsoft Business solutions to develop their vertical strategy in distribution (see page 2). As a result of this you will be able to pick up a distribution focussed Virtual PC image at our stand which combines Dynamics GP with the full range of Trinity solutions. As part of this initiative we have also put together some industry “bundles” for wholesale and food and beverage. These bundles provide complete business solutions at a fraction of the price of individual module purchases. Check out our Sales Powerpack too on page 3.

Trinity’s Version 9.0 was released in the first week of February. There are some exciting new products including a fully integrated Inventory Replenishment module that provides intelligent interpretation of demand history and relates this directly to the purchase order generator.

Come and visit us at Booth #616 and check out our website at www.trinitypartner.com

ROCK’N’RAVE

THE BIGGEST PARTY IN TOWN..Mar 27th

Rock—N—Rave returns! Trinity along with Azox is proud to be a co-sponsor of the fourth annual RNR event. This one promises to be the best one yet with Live Music, a DJ, a piano man straight from the infamous 6th Street in Austin (home of MTV’s Real World—Austin), and a complete casino loaded with fun! We look forward to seeing you all there. Both partners and customers. Remember you need to visit our booth #616 to pick up an invitation.

“With the Trinity solutions in place, I am confident that our administration skills match our quality pedigree.”

David Barton, J.S. Barton Foods

Latest news

New customers

In a busy end to the year Trinity participated in major new business wins in December 2005 in

- Golf Equipment Supplies
- Building Supplies
- Medical Supplies
- Food Service Distribution
- Industrial Fasteners

New products

- **Inventory Replenishment** providing integrated intelligent forecasting and re-ordering.
- **Forward & Scheduled Sales Orders** offering intelligent forward allocation .
- **Sales Navigator** all your customer service queries answered from a single screen .



Microsoft Business Solutions
ISV Software Solutions

IT'S A VERTICAL WORLD OUT THERE!



It's official and Microsoft have confirmed it. It has come as a bit of a shock to some software companies to discover that this is not a nice round "one-size fits all" world. Every business has its own special requirements that relate to its size, its location and most importantly the market sector and industry in which it operates. And that is why Microsoft Business Solutions have developed their vertical industry strategy to ensure that they can supply the right solutions for each individual market sector.

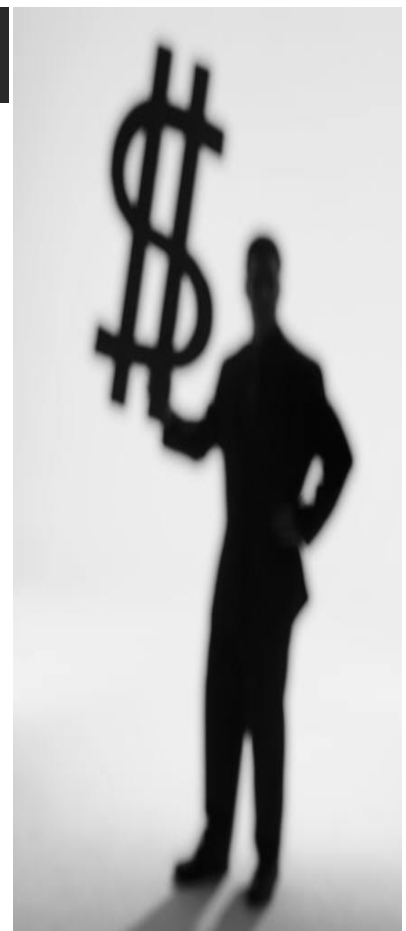
They achieve this by working with the experts in their field and so Trinity was one of the first companies that MBS turned to. Trinity are helping MBS to deliver their solution for Food & Beverage Distribution via their Virtual-PC Vertical Powerpacks which have been distributed to partners worldwide. Trinity have been in the business of selling to F&B distributors, **and to the whole of the wholesale distribution sector** for over twenty years so they can bring an unparalleled level of practical experience to the table.

MAKE SURE YOU ARE SITTING ON TOP WITH TRINITY

R.O.I. - REALITY or IMAGINATION ?

At Trinity we recognize that software **investment** has to result in measurable **returns**. That's why we are always keen to demonstrate the tangible benefits of all of our products to distribution companies. There is a clear ROI case for every one of our thirty solutions through direct reduction in processing costs, time-saving and improved revenue and margin generation. Here are a few examples of ROI in action.

<p>The Trinity Solution Consolidated Invoicing The Benefit Massive reduction in transaction volumes. Savings on postage and other communication costs, simpler statements, faster easier cash allocation.</p>	<p>The Trinity Solution Inter-Site Transfers The Benefit Automated satellite warehouse replenishment resulting in massive time-saving. In-transit accounting keeps close control over potential losses.</p>
<p>The Trinity Solution Inventory Replenishment The Benefit Reduced inventory investment with no reduction in customer service. Optimise orders size reduces buying costs and order frequency. Best price purchasing.</p>	<p>The Trinity Solution Load Planning The Benefit Optimise fleet usage, eliminate unnecessary journeys, improve margin per drop, potentially reduce fleet investment, eliminate delivery errors and return journeys.</p>





DOES YOUR SALES TEAM PACK A PUNCH?

Are your users taking orders when they should be selling? Do you keep customers waiting or, worse still, have to ring them back with information?

Are you making the most of every sales opportunity? If not then you should be looking at the Trinity Sales Powerpack. Imagine all of these features seamlessly integrated into your Dynamics GP Sales Order Processing system.

- Call Schedules for regular customers and follow-ups
- Customer purchasing history on-line
- User configurable buying lists and contracts
- Up-selling and Cross-selling prompts
- Alerts for changes in buying patterns
- On-line Price Negotiation tools
- End-User configurable order screen designs
- Lightning fast explorer style searches
- Item Attributes providing enhanced searches
- Complete customer service from one screen
- Customer contact history tracking
- Order entry at conversational speed –mouse-free!

TRINITY SALES POWERPACK IT'S A KNOCK-OUT !

Trinity forges links with Azox to open American office

Reflecting their growth as a key ISV in the American market, Trinity were proud to appoint Azox Business Solutions as their sole distributor in North America in 2005. "We were looking for someone who would serve the partner community not compete with them" commented Trinity Partner Channel Manager Alan Williams. "And with Azox we believe we have the ideal match". Azox is a provider of e-commerce solutions that integrate seamlessly into Great Plains and Dynamics GP. That integration now includes a number of Trinity modules too. For American partners it means that one of their favorite ISVs can support them from the US though of course still with access to UK team expertise. All this and the added bonus of integrated e-commerce from the same source!

"The system is an invaluable tool in helping us to exceed customer expectations and that has given us a competitive advantage that we are exploiting to the full benefit of the business"

*Jill MacDonald General Manager
Craig International Supplies
(Oilfield Supplies)*

Trinity solutions are installed in a wide variety of market sectors including .

- Agricultural Supplies
- Bearings
- Books
- Building Supplies
- Catering Equipment
- Cheese
- Chemicals
- Craft Goods
- Dairy Products
- Decorators Supplies
- Domestic Equipment
- Electrical /Electronics
- Garden Furniture
- General Food
- Horticultural Supplies
- Industrial Components
- Industrial Fasteners
- Laboratory Supplies
- Meat
- Medical Supplies
- Packaging
- Paper
- Pharmaceuticals
- Safety Equipment
- Software
- Sportswear and Equipment
- Stationery
- Textiles
- Toys
- Wines

Solutions for Distribution

We cannot hope to do justice to the full range of Trinity's solutions in this brief newsletter. There are thirty modules in all, available singly or in industry bundles to meet your needs. Visit the website www.trinitypartner.com or drop us an email at trinitysales@azox.com to find out more.



“Convergence is without doubt the most important and the most exciting event on our calendar.”

Alan Williams Trinity Partner Channel Manager

Additional Charges	<i>Automates addition of extra sales lines</i>
Advanced Inventory Replenishment	<i>Automate and Optimise Purchasing</i>
Catalog Based Sales	<i>User configurable order entry interface</i>
Catchweights	<i>Sell /buy by quantity, bill exact weight</i>
Consolidated Invoicing	<i>Multiple Shipments - one invoice</i>
Customer Call Scheduling	<i>Manage call outs to customers</i>
Customer Templates	<i>Buying Lists and History on-line</i>
Distribution Enhancements	<i>Item Aliases, Reason Codes and more</i>
Duty Processing	<i>Manage inventory in Bond</i>
Extended Pricing Enhancements	<i>Cost Plus Pricing, Order Volume Pricing</i>
Extended Pricing Integration	<i>Provides easy price import/export</i>
Financial Enhancements	<i>Multiple financial enhancements</i>
Forward & Scheduled Sales Orders	<i>Intelligent Inventory Allocation</i>
Front Counter	<i>Point of Sale for Trade Business</i>
Item Life Cycle	<i>Manage Items from Cradle to Grave</i>
Item Manager	<i>Wizard Driven Item Creation</i>
Inter-Site Transfers	<i>Business Process Control of ISTs</i>
Linked Item Selling	<i>Create up-selling opportunities</i>
Price Negotiation	<i>On-line “haggle” window for sales team</i>
Purchase Rebate Discounts	<i>Monitor time-based discount agreements</i>
Re-Order Level Management	<i>Automate Re-order Point Review</i>
Reserved Stock	<i>Set-aside stock and call-off sales orders</i>
Returns Management	<i>Keep Control of Returns Processing</i>
Sales Navigator	<i>Customer Service from one screen.</i>
Sales Pattern Analysis	<i>Identify Customer Buying Trends</i>
Sales Rebate Discounts	<i>Monitor time-based rebate agreements</i>
Unit of Measure Management	<i>Packs and Splits, Main Inventory Unit</i>
Vehicle Load Planning	<i>Plan Routes, Build Shipments and Loads</i>
Vendor Price Management	<i>On-line Price Lists; Buyer Decision Support</i>

“Trinity’s extensive range of software enabled us to implement a solution that has delivered far reaching benefits to the sales, logistics, management and finance teams”.

Wendy Wroe, Financial Controller
 Cakes for the Connoisseur

Did you know that ..

Trinity solutions are sold and implemented throughout the world by Trinity’s partner channel of Microsoft Dynamics resellers.

Trinity solutions for delivery logistics and pricing have been incorporated by Microsoft into the core Microsoft Dynamics GP product.

Trinity have been recipients of the MBS European Solution Developer of the Year award.

Trinity can provide out of the box bundled solutions for Wholesale Distribution companies that perfectly complement core Great Plains or Dynamics GP.

www.trinitypartner.com