State of Alabama   )

County of Baldwin   )

CONTRACT FOR PROFESSIONAL SERVICES

This Contract for Professional Services is made and entered into by and between the Baldwin County, Alabama, acting by and through its governing body, the Baldwin County Commission (hereinafter called "COUNTY") and **Cain & Associates, Inc., d/b/a Team Cain,** (hereinafter referred to as "PROVIDER").

WITNESSETH:

Whereas, at its regular meeting on Tuesday, September 4, 2012, the COUNTY authorized staff to solicit a Request for Proposals relating to ERP Reporting Software for JD Edwards EnterpriseOne Software; and

Whereas, COUNTY agrees to retain PROVIDER to provide, and PROVIDER agrees to provide COUNTY with such professional services pursuant to the terms and conditions set out herein below.

NOW, THEREFORE, in consideration of the premises and the mutual covenants herein contained, the sufficiency of which being hereby acknowledged, PROVIDER and COUNTY do hereby agree as follows:

I.   Definitions. The following terms shall have the following meanings:

    i.   COUNTY: Baldwin County, Alabama

    ii. COMMISSION: Baldwin County Commission

    iii. PROVIDER: Cain & Associates, Inc. d/b/a Team Cain

II. Obligations Generally. The COUNTY hereby employs, and the PROVIDER agrees to perform for the COUNTY, those services as hereinafter set forth. This document shall serve as the binding contract for the services of PROVIDER. PROVIDER shall immediately commence performance of the services outlined herein upon full execution of this Contract. All work shall be commenced and completed in a timely manner as, and at the times, herein set out.

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III.   Recitals Included. The above recitals and statements are incorporated as part of this Agreement, and shall have the effect and enforceability as all other provisions herein.

IV.   **Professional Qualifications. For the purpose of this contract, the PROVIDER represents and warrants to the COUNTY that it possesses both the necessary equipment, resources and the professional, technical, and administrative personnel with the specific experience and training necessary to provide the services required herein. PROVIDER agrees that the COUNTY is acting in full reliance on this representation and that the COUNTY does not necessarily possess the expertise to ensure that PROVIDER does in fact possess same.**

V.   No Prohibited Exclusive Franchise. The COUNTY neither perceives nor intends, by this Contract, a granting of an exclusive franchise or violation of Art. I, Section 22 of the Alabama Constitution.

VI.   Representation/Warranty of Certifications, Etc. PROVIDER represents and warrants that PROVIDER is presently certified, licensed and otherwise permitted under all necessary and applicable laws and regulations to perform the services herein, and that PROVIDER shall renew, maintain, and otherwise ensure that all such certifications, licenses, and permits are current and valid, without interruption, for and through completion of the services. The representation and warranty aforesaid is a material inducement to the COUNTY in entering this Contract, and the parties agree that the breach thereof shall be deemed material at the County's option.

VII.   Legal Compliance. PROVIDER shall at all times comply with all applicable Federal, State, local and municipal laws and regulations whether or not said law or regulation is mentioned herein.

VIII.   Independent Contractor. PROVIDER acknowledges that it is an independent contractor, and PROVIDER shall at all times remain as such in performing the services under this Contract. PROVIDER is not an employee, servant, partner, or agent of the COUNTY and has no authority, whether express or implied, to contract for or bind the COUNTY in any manner. The parties agree that PROVIDER shall be solely responsible for and shall have full and unqualified control over developing and implementing its own means and methods, as it deems necessary and appropriate in providing the aforementioned services, and that the COUNTY's interests herein are expressly limited to the results of said services. PROVIDER is not entitled to unemployment insurance benefits, and PROVIDER is responsible for

and obligated to pay any and all federal and state income tax on any monies paid pursuant to this Contract.

IX.   No Agency Created.   It is neither the express nor the implied intent of PROVIDER or COUNTY to create an agency relationship pursuant to this Agreement; therefore, the PROVIDER does not in any manner act on behalf of COUNTY and the creation of such a relationship is prohibited and void.

X.   Unenforceable Provisions.   If any one or more of the provisions contained herein shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, then such provision or provisions shall be deemed severable from the remaining provisions hereof, and such invalidity, illegality or unenforceability shall not affect any other provision hereof. This Agreement shall be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

XI.   Entire Agreement.   This agreement represents the entire and integrated agreement between COUNTY and PROVIDER and supersedes all prior negotiations, representations, or agreements, either written or oral. This agreement may be amended only by written instrument signed by all parties.

XII.   Failure to Strictly Enforce Performance.   The failure of the COUNTY to insist upon the strict performance of any of the terms, covenants, agreements and conditions of this Contract shall not constitute, and shall never be asserted by PROVIDER as constituting, a default or be construed as a waiver or relinquishment of the right of the COUNTY to thereafter enforce any such term, covenant, agreement, or condition, but the same shall continue in full force and effect.

XIII.   Assignment.   This Contract or any interest herein shall not be assigned transferred or otherwise encumbered by PROVIDER without the prior written consent of the COUNTY, which may be withheld or granted in the sole discretion of the COUNTY.

XIV.   No Ownership of Documents/Work.   The County shall license the software, documentation and other related materials from and through Provider on the terms set forth in the parties' license agreement. Provider does not intend to create any intellectual property to be owned by County. If and when the County commissions Provider to create intellectual property on behalf of the County, the parties will define the scope of such work.

XV.   Notice.   Notice required herein shall be in writing, unless otherwise allowed, and said notice shall be deemed effective when received at the following addresses:

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PROVIDER:	Cain & Associates, Inc., d/b/a Team Cain
	P. O. Box 1956
	Peterborough, ON Canada K9J 7X7
	ATTN: Michael Guerin

COUNTY:	Baldwin County Commission
	c/o Chairman
	312 Courthouse Square, Suite 12
	Bay Minette, AL 36507

XVI.　Services to be Rendered.　PROVIDER is retained by the COUNTY as a professionally-qualified contractor. The general scope of work for the services shall include all the terms and Conditions contained in the **"Request for Proposal (RFP),"** the same being expressly incorporated herein by reference, and without limitation will encompass:

> **"The provision of all services subject to the terms, conditions and/or requirements listed/stated in the Request for Proposal (RFP) for ERP Reporting Software for JD Edwards EnterpriseOne Software for the Baldwin County Commission dated October 4, 2012. "**

i.　PROVIDER will provide ongoing communications with COUNTY regarding this service, including updates, emails and etc. as requested. Additionally, PROVIDER will meet with COUNTY, or designees, as needed or requested.

ii.　PROVIDER is responsible for the professional quality, technical accuracy, timely completion and coordination of all services furnished by or in relation to this Contract. Notwithstanding this requirement, PROVIDER shall closely coordinate the subject services with the COUNTY and designated personnel.

iii.　PROVIDER represents and warrants that its services shall be performed within the limits and standards provided by the COUNTY, in a manner consistent with the level of care and skill ordinarily exercised by similar providers under similar circumstances at the time the services are performed.

XVII.　Attachments: The exhibits and/or attachments listed below are specifically included as a necessary part of this agreement and the same shall not be complete without such items, to wit:

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A. Cost Summary Sheet

B. License Agreement with Global Software

C. Team Cain Response to the County RFP for Software

COUNTY and PROVIDER, if necessary, shall jointly cause such items as listed above to contain dates, signatures of the parties with authorization to make such signatures, and sufficient marks and references back to this Agreement noting their inclusion and attachment hereto. In any event of a conflict between this document and the attachments referenced above, this document shall govern.

XVIII.   General Responsibilities of the COUNTY.

    i.   The COUNTY shall provide reasonable notice to PROVIDER whenever the COUNTY actually observes or otherwise actually becomes aware of any development that affects the scope or time of PROVIDER's services hereunder or any defect or nonconformance in the work of PROVIDER.

    ii.   The COUNTY shall pay to PROVIDER the compensation as, and subject to the terms set out herein.

    iii.   The COUNTY shall make available to PROVIDER all information, materials, and Accommodations within COUNTY's control, as reasonably necessary to PROVIDER's performance hereunder.

XIX.   Termination of Services. The COUNTY may terminate this contract, with or without cause or reason, by giving thirty (30) days written notice of such to the other party. Upon receipt of such notices, PROVIDER shall discontinue its work to the extent specified in the notice.

In the event of termination, the COUNTY shall pay PROVIDER for all services satisfactorily rendered, and for any expenses deemed by COUNTY to be a reimbursable expense incurred pursuant to this Contract and prior to the date of termination.

XX.   Compensation Limited. The compensation to be paid to the PROVIDER shall be the full compensation for all work performed by PROVIDER under this Contract. Any and all additional expenditures or expenses of PROVIDER, not listed in full within this Contract, shall not be considered as a part of this Agreement and shall not be demanded by PROVIDER or paid by COUNTY.

XXI.   Direct Expenses.   Compensation to PROVIDER for work shall be paid per **"Attachment A."**   Said compensation shall be all inclusive, including without limitations, reimbursement of all cost, incidents and operating expense associated with those directly engaged in performance of the requested services.

XXII.   Method of Payment.   PROVIDER shall submit invoices to the COUNTY for payment for work performed. Such invoice shall be accompanied by a detailed account of compensation to be paid PROVIDER.

Payment shall be made by the COUNTY within thirty (30) days of the approval of the invoice submitted by the PROVIDER. The COUNTY agrees to review and approve invoices submitted for payment in a timely manner.

XXIII.   Effective and Termination Dates.   This Contract shall be effective and commence immediately upon the same date as its full execution, and the same shall terminate upon the expiration of twelve (12) months or upon written notification thereof received by either party within the required thirty (30) day period.   Nothing herein stated shall prohibit the parties from otherwise terminating this Contract according to the provisions herein. The expiration or termination of this Contract shall not affect or result in the termination of the subject license agreement with Global Software, Inc., which shall continue in full force and effect, unless the County elects to terminate the license agreement as well.

XXIV.   Force Majeure.   The Parties hereto shall incur no liability to the other if performance becomes impossible or impracticable by reason on an event or effect that the parties could neither have anticipated nor controlled. This allowance shall include both an act of nature and acts of third parties. Any costs that would otherwise be incurred and/or necessitated by the provisions herein shall be alleviated for either party by such event or effect.

XXV.   Indemnification. Provider shall indemnify, defend and hold County and its Commissioners, officers, affiliates, employees, agents, and representatives (collectively "County") harmless from and against any and all claims, demands, liabilities, damages, losses, judgments, costs, and expenses including, without limitations, attorneys' fees and costs, for any and all personal injury (including death) and property damage of any kind or nature whatsoever, incurred by, asserted against, or imposed upon County, as a result of, or in any manner related to, the provision of services hereunder, or any act or omission, by Provider. Contractor shall provide the COUNTY with proof of the insurance coverage required herein, including without limitation, general liability coverage including the COUNTY as an additional insured. This indemnification shall survive the termination or expiration of this agreement.

XXVI. Number of Originals. This Agreement shall be executed with three (3) originals, both of which are equally valid as an original.

XXVII. Governing Law. This Contract in all respects, including without limitation, its formation, validity, construction, enforceability and available remedies, shall be governed by the laws of the State of Alabama, without regard to Alabama conflict of law principles.

XXVIII. Insurance. Prior to performing services pursuant to this Agreement, Provider shall carry, with insurers satisfactory to County, throughout the term of hereof, Auto Liability Insurance, including owned, hired and non-owned vehicles, with limits of not less than $1,000,000, combined single limit, for both bodily injury liability and property damage liability each occurrence, Commercial General Liability Insurance, including all contractual liability hereunder, with limits not less than $1,000,000, combined single limit, for both bodily injury liability and property damage liability each occurrence, Worker's Compensation Insurance, meeting the statutory limits of the State of Alabama and Employer's Liability Insurance fully covering all employees and supervisors participating in the work at/in/on any property, site, location, vessel, or equipment. *All liability insurance shall name the County as an additional insured.* Prior to commencing operations hereunder, a Certificate of Insurance evidencing such coverage, satisfactory to County, shall be furnished to County, which shall specifically state that such insurance shall provide for at least a thirty (30) day notice to County in the event of cancellation, termination or any change in such insurance policies. The workers compensation certificate shall bear an endorsement clearly evidencing a waiver of the right of subrogation against County and County Representatives. Should Provider fail to furnish current evidence upon demand of any insurance required hereunder, or in the event of cancellation, termination or change in any such insurance, County may, at its option, suspend this Agreement until insurance is obtained, terminate this Agreement immediately without further action, or hold Provider in material default and pursue any and all remedies available.

IN WITNESS WHEREOF, the parties hereto have executed this Contract on the last day of execution by the COUNTY as written below.

COUNTY

_____ /
TUCKER DORSEY, Chairman   /Date

ATTEST:

_____ 1·25·2a3
DAVID A.Z. BREWER,   /Date
County Administrator

State of Alabama   )

County of Baldwin)

I, Keri Green _____ Notary Public in and for said County, in said State, hereby certify that, Tucker Dorsey, whose name as Chairman of Baldwin County Commission, an individual who is known to me, acknowledged before me on this day that, being informed of the contents of the Contract, he, as such officer and with full authority, executed same voluntarily and with full authority to do so on behalf of the Baldwin County Commission.

Given under my hand and official seal, this the day of January 25, 2013.

_____
Notary Public
My Commission Expires

My Commission Expires 11/23/2015

PROVIDER:
Cain & Associates, Inc., d/b/a Team Cain

By _____ /Date Jan 16, 2013
Its _____ PRESIDENT
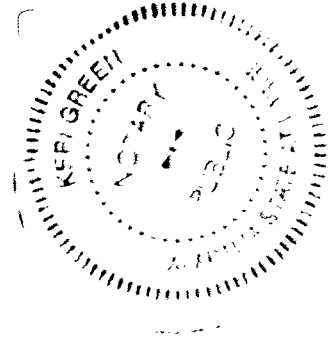
Notary Page to follow

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State / Province of _Ontario_)

County / Region of _Peel_)

I, _George F. Brant_ Notary Public in and for said County (Region) and State / (Province), hereby certify that _Michael Guerin_ as _President_ of TeamCain, whose name is signed to the foregoing in that capacity, and who is known to me, acknowledged before me on this day that, being informed of the contents of the foregoing, he executed the same voluntarily on the day the same bears date for and as an act of said TeamCain.

GIVEN under my hand and seal on this the _16th_ day of _January_ , 2013.

_____
Notary Public
My Commission ~~Expires~~ _Permanent_

<u>Cost Summary Sheet</u>   **"ATTACHMENT A"**
ID Edwards EnterpriseOne Reporting Solution

Company Name: TeamCain   Date: October 2, 2012

Capital Outlay and Implementation (Attach Detail Cost Breakdown of each category listed)	Cost
Software & Licenses – licensed for a minimum of 10 Users as defined in Section V. Item-1. (must include one year maintenance & support) **The breakdown of the licencing is show in the table below.**	$34,104
Professional Services	$0
Training Services	$9,250
Other Costs (expense estimate for 5 days on site training)	$1,625
Phase One Total Proposed Cost	$44,979
Recurring Annual Cost	**Annual Cost**
Software Maintenance & Support (for second year going forward)	$5,684
Other (Explain)	$0
Total Proposed Recurring Cost	$5,684

Licencing and maintenance breakdown

Product	licences	unit list	total list	Discount percent	Discount amount	Net Price	Annual Maintenance	Total
Spreadsheet Server Pro	4	5,000	20,000	50.00%	10,000	10,000	2,000	12,000
Spreadsheet Server Combo	6	4,200	25,200	40.00%	10,080	15,120	3,024	18,144
Distribution Manager	1	5,500	5,500	40.00%	2,200	3,300	660	3,960
Totals:			50,700		22,280	28,420	5,684	34,104

For future licences, we will hold the discount level shown above for any licences added on by Baldwin County up until the end of the 2013 calendar year.

During prior discussions with Baldwin County, we had provided information on the Enterprise Budgeting solution also available from Global Software. This solution works hand in hand with the components covered in detail in this RFP response, and provides:

- A data warehouse for storing the budget information for each budget cycle.
- An approval, dissemination and consolidation process
- Start up of the information from actuals, budgets, or any other data from EnterpriseOne.
- Spreading of data based on standard or user defined criteria.
- Upload back into EnterpriseOne via CSV upload

The budget solution is licenced by two types of users – budget managers and budget users. Budget managers are those that create, control and manipulate and consolidate the budgets. Budget users are the staff that would take the budget worksheets created by the managers and complete and submit the budgets. Should the County wish to add the Budget solution at a later date (by the end of calendar year 2013) we will provide the following pricing:
- For Budget managers, the list price is $5,500 per user, and we will provide a discount of 60%.
- For budget users, the list price is $2,750 and we will provide a discount of 30% on the first 25 users, 40% on the next 25 users, and 50% on any user licences over 50.
- Annual maintenance is 20%, and we will provide the maintenance based on the discounted net price.

CERTIFICATE OF INSURANCE

Certificate Holder: Baldwin County Commission 312 Courthouse Square, Suite 12 Bay Minette, AL 36507	This is to certify that the policies of insurance listed below have been issued to the insured named above for the policy period indicated, notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain. The insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies. Limits shown may have been reduced by paid claims/expenses.
Named Insured: Cain & Associates Inc. 277 George Street North Peterborough, ON N9J 3G9	This Certificate is issued as a matter of information only and confers no rights upon the Certificate Holder. This certificate does not amend, extend or alter the coverage afforded by the policy listed herein. Where an aggregate limit applies, the Certificate Holder is advised that the limit shown may apply to projects other than shown in this Certificate and the Limit may be reduced by Claims/Expenses paid.

Schedule of Insurance

Type of Insurance	Company and Policy Number	Policy Effective Date	Policy Expiry Date	Amounts in Canadian Dollars Limit of Liability/Amount	
COMMERCIAL GENERAL LIABILITY	■■■■■	November 12, 2012	November 12, 2013	$2,000,000 $2,000,000 $10,000 $5,000,000 $2,000,000 $500,000	Each Occurrence Limit Personal & Advertising Injury Medical Expenses Limit - any one person General Aggregate Limit Products-Completed Operations - Aggregate Tenants Legal Liability - any one premises

Policy Includes: ☒ Cross Liability Clause   ☒ Contractual Liability Clause   ☒ Products & Completed Operations Extension ☒ Certificate Holder added as an Additional Insured on the Commercial General Liability Policy, but only with respect to liability arising out of the Operations of the Named Insured. Evidence of Insurance only for Non-Owned automobile – limit $2,000,000
(ONLY IF INDICATED BY "X")

Cancellation

Should any of the above described policies be cancelled before the expiration date thereof, the issuing company will endeavor to mail **15 days** written notice to the certificate holder named above. Failure to do so shall impose no obligation or liability of any kind upon the insurer, its agents, or representatives.

DATE: January 14, 2013   **LMS PROLINK Ltd.**

ISSUED   **LMS PROLINK Ltd.**
BY: **800 - 480 University Avenue**
             Toronto, ON   M5G 1V2
             Tele: 416-595-7484
             Fax: 416-595-1649

                                                              Natalie Teed
                                                    Account Manager, Commercial Insurance

This policy may contain a clause(s) which limits the amount payable.

TEAM ✦ ✦ CAIN

January 14, 2013

Baldwin County Commission
312 Courthouse Square, Suite 15
Bay Minette, AL 36507
USA

Attn : Wanda Gautney   Delivered via email

Wanda,

    With regards to the contract for Professional Services related to the ERP Reporting Software solution that was awarded to TeamCain and the Worker's Compensation for these services, I would like to confirm to Baldwin County that as an organization with less than 5 employees we are exempt from the requirement to carry or obtain this coverage per the exemption available to such organizations from the Alabama Department of Labor, Workers' Compensation Division.

    Do please let me know if you have any questions in this regard.

Cheers,

Mike Guerin

Michael Guerin, CMA
President
TeamCain
Experience Counts
Bus: 1-800-861-7628, Ext 246
Cell: (416) 818-4878
E-fax: 416-352-5609
Skype: mikeguerin
Twitter: @teamcain_guerin
Email: Michael_Guerin@TeamCain.com

PERPETUAL LICENSE AGREEMENT –Spreadsheet Applications
GLOBAL SOFTWARE, INC.

GLOBAL SOFTWARE
INCORPORATED

Revolutionizing Spreadsheet Automation™

Between: Global Software, Inc.   ("Global Software")
3201 Beechleaf Court
Suite 170
Raleigh, NC 27604

And: Baldwin County Commission   ("Customer")
312 Courthouse Square, Suite 12
Bay Minette, AL 36507-4809
USA

Agreement No.: _____

Global Software, Inc. ("Global Software"), by its acceptance hereof, does hereby grant to Customer a non-exclusive, non-transferable license to the products (hereinafter called the "Products") for the license fee ("License Fee") set forth in Table A below. These Products are to be used at the Customer location in accordance with this Agreement.

Table A:

Product	Users	Per User Price*	Total
1. Spreadsheet Server for use with JDE® and Executive DASH™ - Standard (without Query Designer)	6	$4,200 USD	$25,200
2. Executive DASH™ - Professional (with Query Designer)	4	$5,000 USD	$20,000
3. Distribution Manager	1	$5,500 USD	$ 5,500
Total List Price – Products			$50,700 USD
Less: Discount(s): 40% on items 1 and 3, 50% on item 2			($22,280 USD)
Final (Net) Price – Products			$28,420 USD

Install/Configuration & Training (onsite) ***	Days	Price	Total
Spreadsheet Server for use with JDE®	2	$1,850	$3,700 USD
Executive DASH – Professional	3	$1,850	$5,550 USD
Total Price - Services	5	-	$9,250 USD

*Prices in USD, not including taxes.
**Travel expenses not included for training on site
*** Annual Maintenance is 20% of Final (Net) price, and is described in Section 8 below.

Prices and discounts will be held for any additional licences added until December 31, 2013.

Based on prior interest, we are also willing to offer the following pricing on the Enterprise Budgeting solution for licences acquired by December 31, 2013:

Product item	List Price	Discount offered
Budget Managers	$5,500	60%
Budget users	$2,750	30% on first 25 users, 40% on the next 25 users, and 50% on users above 50
Annual Maintenance	20% of list	20% of net (discounted) price

1. Global Software Obligations

1.1 **Delivery** – Global Software will deliver the Products in Table A promptly after execution of this Agreement.

1.2 **Installation Services** – Global Software will send Customer the Products and documentation, including requirements and instructions for installation. The Products are to be installed by the Customer. The installation process is supported through Global Software's normal support "hot line". Installation Services for Products designated as PC Products shall only include the installation on a single Personal Computer ("PC") that satisfies the minimum Hardware/Software requirements stated in the documentation for each PC Product.

1.3 **Training/Implementation Services** - If specified in Table A, Global Software will provide Customer with training and/or implementation services for the term set forth in Table A. Upon the successful completion of the Product installation, Global Software will visit the Customer at their site to provide instruction in the use and configuration of the Product(s). Training class size is limited to 10 individuals. Training services contracted for are to be completed within 90 days of delivery of product.

1.4 **Other Services** - At Customer's request, Global Software shall prepare a written estimate for other services such as custom programming, consulting, etc. These additional services shall be governed by the terms and conditions set forth in this Agreement and the corresponding estimate and purchase order. Global Software agrees to use commercially reasonable efforts to perform these additional services in accordance with a mutually agreed schedule. Changes to any additional services shall be made only upon a written agreement signed by both parties.

2. Customer obligations

2.1 **Payment** - Payment of License Fees shall be made by Customer to Cain & Associates (DBA TeamCain) upon implementation and installation of the software and presentation of the invoice for the software license fees . Payment for all remaining Services shall be made by Customer to TeamCain after completion of training and upon receipt by Customer of the invoice for these services by Customer. Payment of Annual Improvement, Maintenance and Support ("AIMS") shall be made by Customer to TeamCain or Global Software, as appropriate, based upon receipt by Customer of the invoice for AIMS by Customer, and no later than that start date of the AIMS as noted on the invoice. A finance charge of no more than 1 ½% (one and one-half percent) per month will be assessed on late payments. All prices and payments are in U.S. dollars unless otherwise indicated. The parties acknowledge that the County has entered into a Professional Services Contract with TeamCain which requires TeamCain to perform certain services, including but not limited to the provision and procurement of this license agreement.

2.2 **Reimbursements** – Customer agrees to reimburse TeamCain for its reasonable travel expenses (airfare, lodging, meals and ground transportation) actually incurred in connection with providing the services.

2.3 **Taxes and Other Charges** – Amounts referenced on Table A are due to TeamCain in full for products and services as indicated. In addition to such amounts, Customer shall pay sums equal to all taxes (including, without limitation, sales, use, value added, privilege, ad valorem or excise taxes) and customs duties paid or payable, however designated, levied or based on amounts payable to TeamCain and/or Global Software hereunder on Customer's use or possession of the Products under this Agreement, but exclusive of federal, state and local taxes based on Global Software's net income. Customer shall not deduct from payments to TeamCain any amounts paid or payable to third parties for customs duties or taxes, however designated. All parties understand and agree that customer is a public entity and is exempt from paying taxes.

3. Term of Agreement

3.1 The term of this Agreement shall commence upon signing of this Agreement and shall remain in force perpetually (unless otherwise specified in an addendum) so long as Customer performs as herein provided. Global Software or Customer shall have the right to terminate this Agreement in the event of any breach by Customer or Global Software which breach remains uncured ten (10) days after notice thereof. Upon termination of this Agreement, Customer shall discontinue use of Global Software's Products, shall either return or destroy the Products, and shall certify in writing that all copies of the Products have been returned or destroyed. Notwithstanding anything to the contrary contained in this Agreement, Sections 4, 5, 6, 7 and 9 of this Agreement shall survive any expiration or termination.

4. Title

4.1 Title and full ownership rights to the Products and Documentation furnished under this Agreement shall remain with Global Software or a third party from whom Global Software has obtained marketing rights. The Products and Documentation are agreed to be Global Software's or such third party's proprietary information and trade secrets, whether or not any portion thereof is or may be validly copyrighted or patented, but only to the extent that proprietary information and trade secrets are legally preserved by Global Software.

4.2 Customer's rights in and to the Products, as a result of this Agreement may not be assigned, licensed, pledged, or otherwise transferred voluntarily, by operation of law or otherwise without Global Software's prior written consent, and any such prohibited assignment shall be null and void. Customer and affiliated entities (need to be 50%, or greater) may use the Products and Documentation. .

5. Use of the Products

5.1 The Products provided herein shall not include source code unless expressly agreed to in a separate addendum. No modifications or changes made by Customer to the Products, however extensive, shall reduce the title and ownership

rights of Global Software or the third party from whom Global Software has obtained marketing rights, to said Products; provided, however, that modifications may void the warranty.

5.2 Customer will not copy the Documentation or Products in whole or in part, except for back-up or archival purposes, and will not decompile or reverse engineer the Products, nor take any other steps intended to produce a source language statement of the Products or any part thereof, without the prior express written consent of Global Software.

5.3 The Products and Documentation shall at all times contain all proprietary and copyright notices originally appearing thereon and Customer shall not take any action which would adversely affect proprietary rights or copyrights therein.

6. Limited Warranty: Indemnification

6.1 Global Software warrants that, during the first ninety (90) days, the Products will perform in accordance with the Documentation, and further warrants that it has the right to authorize the use of the Products under this Agreement. Global Software does not warrant that the Products are free of minor errors, which do not materially affect their function. Global Software's sole obligation and liability under this entire Paragraph 6, however, shall be to replace or correct such Products so that they will so perform, or to obtain an authorization necessary to make effective the grant of license to Customer to use the Products, or in the case of an infringing product, to provide the Customer with a non-infringing substitute, or at Global Software's sole discretion and option in either case, to refund the applicable Product License Fee paid by Customer upon return of the applicable Product materials. **Except for the foregoing, Global Software shall have no liability to Customer or any other party, either in contract, tort, or otherwise, for any general, special or consequential damages resulting from the failure of the Products to perform or the ineffectiveness of such authorization or for any other reason, even if Global Software has been advised of the possibility of such damages.**

6.2 **No other warranty is expressed and none shall be implied, including the warranty of merchantability or the warranty of fitness for use or for a particular purpose. Global Software's express warranties shall not be enlarged, diminished, or affected by and no obligation or liability shall arise out of Global Software's rendering of technical or other advice or service in connection with the Products.**

6.3 Global Software shall hold harmless, indemnify and defend Customer against suits based on any claim that the use of the Products by Customer under this Agreement infringes on any patent, copyright, trademark, or other proprietary right, provided that Customer gives Global Software prompt written notice of such suits and permits Global Software to control the defense thereof, and provided further that such claim for infringement is not based upon the combination of a Product with other products not furnished by Global Software, or any addition or modification of a Product made by someone other than Global Software.

7. Non-Disclosure

7.1 Customer shall take all reasonable steps necessary to ensure that this Agreement, the Products, and Documentation or any portion thereof, including documentation not protected by copyright, on magnetic tape or in any other form, are kept confidential and not made available or disclosed by the Customer or by any of its employees to any other person, firm or corporation. Customer agrees that all those individuals having access to the Products and Documentation under this Agreement shall observe and perform this non-disclosure covenant. Customer shall reimburse and hold Global Software harmless against any loss, cost, expense, claim or liability resulting from Customer's breach of this non-disclosure obligation. These restrictions on disclosure shall not apply to confidential information now or hereafter in the public domain, obtained from another source without obligations of confidentiality, independently developed, required by a court or governmental order or required to be disclosed or produced in accordance with any applicable laws, rules or regulations. Global Software agrees and understands that Customer may make public the this agreement.

7.2 Global Software shall take all reasonable steps necessary to ensure that all Customer documentation and non-public financial information is kept confidential and not made available or disclosed by Global Software or by any of its employees to any other person, firm or corporation. Global Software agrees that all those individuals having access to the Customer's documentation and non-public financial information under this Agreement shall observe and perform this non-disclosure covenant. Global Software shall reimburse and hold Customer harmless against any loss, cost, expense, claim or liability resulting from Global Software's breach of this non-disclosure obligation. These restrictions on disclosure shall not apply to confidential information now or hereafter in the public domain, obtained from another source without obligations of confidentiality, independently developed, or required by a court or governmental order.

8. Maintenance

8.1 Maintenance is 20% of the net (final) price for the first year. During the warranty period for each Product, Global Software will provide Annual Improvement, Maintenance and Support ("AIMS") at no additional charge. AIMS includes services such as new Product releases, fixes, error analysis, updates to Documentation, and application support.

8.2 AIMS includes maintenance services to enable the Products to perform in accordance with the Documentation, and support services in accordance with Global Software's standard policies. The following AIMS services, limited to the current release and one release back for the designated Products: Maintenance shall include error analysis when the Products are not performing in conformance with the Documentation; Fixes, as applicable, to ensure conformance with the Documentation; Documentation updates as necessary; and New Releases as Global Software deems appropriate. New Releases shall contain only standard code. Should Customer's Product contain non-standard

Global Software Perpetual License Agreement – Baldwin County, Alabama   Page 4 of 5

code, whether created by Customer or delivered by Global Software, Customer is responsible for integrating any such non-standard code into the new release. The cost of solving any problem attributable to non-standard code or attributable to interface software supplied by other vendors will be charged to Customer on a time and materials basis at Global Software's standard rates. Support services shall include Customer access to Global Software Customer Support. Customer Support includes reasonable consultation and assistance on proper use of the Products which can be accomplished by telephone or written correspondence.

8.3 This AIMS service shall be renewed for a period of one year at the end of the initial period of service and each subsequent year of service at the then current AIMS fee, unless this Agreement is terminated by either party by prior written notice of at least thirty (30) days. The AIMS fee is subject to change at the end of each period of service upon written notice of at least sixty (60) days by Global Software. Customer retains the right to continue to use the licenced products should Customer opt to not renew AIMS services, but will not be eligible for services and product updates that form part of the AIMS services. Customer's election not to renew the AIMS services shall not be deemed a default or termination event under this Agreement or otherwise.

9. General

9.1 Titles and Paragraph headings are for convenient reference and are not a part of this Agreement. This Agreement supersedes in full all prior discussions, correspondence and agreements between the parties relating to the Products, constitutes the entire agreement between the parties relating to the Products, and may be modified or supplemented only by a written document signed by an authorized representative of each party. The foregoing notwithstanding, the preprinted terms and conditions of any purchase order or other ordering document issued by Customer in connection with this Agreement which are in addition to and inconsistent with the terms and conditions of this Agreement shall not be binding on Global Software and shall not be deemed to modify this Agreement.

9.2 Global Software shall not be liable for delays in any of its performance hereunder due to causes beyond its reasonable control, including but not limited to, acts of God, strikes or inability to obtain labor or materials on time.

9.3 No waiver of any breach of any provision of this Agreement shall constitute a waiver of any prior, concurrent or subsequent breach of the same or any other provisions hereof and no waiver shall be effective unless made in writing and signed by an authorized representative. In the event that any provision of this Agreement shall be illegal or otherwise unenforceable, such provision shall be severed and the entire Agreement shall not fail on account thereof and the balance of the Agreement shall continue in full force and effect.

9.4 All notices which either party hereto is required or may desire to give the other party hereunder shall be given by addressing the communication to the address set forth on the first page of this Agreement, and may be given by certified or registered mail, or overnight courier. Such notices shall be deemed given on the date of receipt (or refusal) of delivery.

9.5 This Agreement shall only become effective on the date it is executed and accepted by a duly authorized officer of Global Software at its principal office in Raleigh, North Carolina. The interpretation, construction, and validity of this Agreement shall be governed by the laws of the State of Alabama (without regard to the conflicts of laws principals). All parties to this Agreement hereby consent to the jurisdiction of any state or federal court sitting in the State of Alabama for any suit, action, or proceeding arising out of or relating to this Agreement, and hereby waive any defense, claim, or objection relating to jurisdiction or venue of such court.

9.6 In the event that any action or proceeding is brought in connection with this Agreement, the prevailing party therein shall be entitled to recover its cost and reasonable attorney's fees.
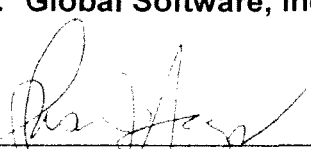
Accepted By: Global Software, Inc.

Signature: _____

Name: **Susan J. Gager**

Title: **VP Finance / Controller**

Date: JAN 1 1 2013

Accepted By: Baldwin County Commission, the governing body of Baldwin County, Alabama

Signature: _____

Name: Tucker Dorsey

Title: Chairman

Date: JAN. 25, 2013

October 3, 2012

Baldwin County Commission
312 Courthouse Square, Suite 15 (mailing address)
257 Hand Avenue (physical address)
Bay Minette, AL 36507
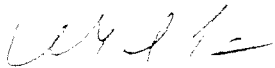USA

Attn: Wanda Gautney, Purchasing Officer

Re: Baldwin County Commission Request for Proposal (RFP) - ERP Reporting Software for JD Edwards
EnterpriseOne Software

Wanda,

On behalf of TeamCain, I am pleased to provide for you 4 copies of our response to the RFP from
the County for an ERP Reporting Software for JD Edwards EnterpriseOne Software. Our proposal
comprises several components from the suite of solutions available from our partner Global Software.

We trust that the County will see the value in the solution that over 4,000 other organizations around
the world have, and look forward to the opportunity to continue discussions and negotiations with the
County.

Regards,

[signature]

Michael Guerin, CMA | President | TeamCain
Experience Counts
Bus: 1-800-861-7628, Ext 246 | Cell: (416) 818-4878 | E-fax: 416-352-5609
Email: Michael_Guerin@TeamCain.com | Web: www.teamcain.com

Baldwin County Commission
Request for Proposal (RFP)
ERP Reporting Software for JD Edwards EnterpriseOne Software

1. **RFP response overview and summary**

TeamCain is pleased to submit this proposal in response to the RFP issued by Baldwin County Commission for an ERP Reporting Software solution for JD Edwards EnterpriseOne software in use at the County. The solution we are proposing incorporates several components from the Spreadsheet Automation Suite provided by Global Software Inc. Key elements of the solution that we feel will address the requirements for reporting and analysis by Baldwin County, both now and into the future, include:

- The ability to utilize "out of the box" reporting and analysis for the EnterpriseOne General Ledger, Job Cost, Fixed Assets and Sales Order Processing modules.
- The ability for the County to create the queries and reports that are desired for any other modules in EnterpriseOne as well as from any other database or system – within EnterpriseOne or outside of EnterpriseOne.
- The ability to use the "Query exchange" to obtain prebuilt queries (from Global Software and their customers) to quickly have queries to work with.
- The ability to use Microsoft Excel as the end user front end, while providing direct access to live data from both EnterpriseOne and any other database or system. This gives a very familiar interface for end users, along with the extensive formatting and control capabilities within Excel and the rest of the Microsoft Office suite.
- The ability to drill down to supporting details directly within Excel.
- The ability to automate report distribution in a simple yet powerful manner.
- A product set that is built into Microsoft Excel – thereby eliminating the need to install and configure separate solutions for the reporting and analysis.
- A low requirement for training and consulting – we are proposing the standard 5 days of training for the full solution, which can be confirmed by other customers as all that is needed. Clients after the training are extremely capable of carrying on with report creation on their own with no need for further consulting assistance.
- All data is live and dynamic – clicking the update button within Excel refreshes the data with the current live values.

The solutions we are proposing are in use at thousands of organizations worldwide, with the largest supported ERP user base being JD Edwards customers. The products are provided by Global Software, a company that has been in operation since 1973 providing ERP based solutions and spreadsheet automation products. TeamCain as their primary partner has been working with customers in the JD Edwards space since 1995; TeamCain was Global Software's partner of the year for 2011.

2. **Overview of solution components**

The full solution we are proposing includes three main components: Spreadsheet Server and Executive Dash standard, Executive Dash Professional, and Distribution Manager. All 3 are simple add in

components to Microsoft Excel that provide for direct and immediate access to the data in your EnterpriseOne (and other) ERP tables. Details on the capabilities for each of these three components are as follows:

Spreadsheet Server and Executive Dash standard
Spreadsheet Server and Executive Dash standard versions provide direct connectivity within Microsoft Excel to the EnterpriseOne General Ledger, Job Cost, Fixed Assets and Sales Order Processing modules with prebuilt formulas for retrieving summary and detailed information, as well as the ability to use user queries (templates run in a wizard manner) created by the Executive Dash Professional version to retrieve information from any other (EnterpriseOne or other) tables.

Key features of the Spreadsheet Server standard version include:
- Wizard driven "build a template" report creation. The user selects the "Build a template" icon within Excel, fills in how they want the formula created within Excel by "filling in the blanks" for this first formula and then simply copies the formulas to other rows and columns, changing what is required for each row and column.
- Users make use of their terminology – i.e., business units, object codes, account category codes, ledger types, fiscal periods, company codes, currency codes, sub ledger types as examples for General Ledger reports – not field names from the EnterpriseOne tables.
- Users have full control over which portions are used on the rows and which on the columns. They can specify for example that the columns are for periods and fiscal years, ledger types and business units and the rows represent account numbers (full control over the business unit, object, sub account, ledger type and sub ledger value).
- Users have the ability to make use of full or partial wildcards (i.e., any account that starts with 52), ranges of values, individual values, exclude values.
- Users can create or use "Segment lists", which are named groups of accounts. This could be for example a depreciation name which could include a range of accounts (excluding several accounts), and several individual accounts. These Segment Lists are typically shared so all users can make use of a consistent definition of these groupings.
- Category codes at the account and business unit level are also supported, so report components can include any combination of values from these category codes.
- Similar capabilities exist for the Job Cost, Fixed Asset and Sales Order Processing wizards.

The starting point for any given report that is created from scratch is the initial formula insertion into the worksheet. Once this first formula is created, the formula is copied across and down, totals inserted and the report is ready to go.

Key features of the Executive dash standard version include:
- Wizard driven report creation. The user selects the "Formula Assistant" icon and selects the query they would like to use. The queries have been built for them with the Executive Dash Pro module and are named in a manner that makes sense to them – for example "Open AP details", "Top 20 AR customers", "Inventory summary by branch", "Open POs by hold code".
- The user "fills in the blanks" for the values they want to start with and the starting formula is inserted into the worksheet. This can then be copied and pasted to other rows and columns with the values to be used changed for each spot. For example, a summary of open invoices query could have the starting point being the date to be used and the business unit in the

column headings, and the range of 0 – 30 days in the row. The row is copied down and the values changed to 31 – 50, 61 – 90, 91- 120 and 121 or over for the next rows.
- The queries can be run in summary mode (bringing back summary information) or detail mode (bringing back full details). The fields provided to the user are the ones set up in the query by the designer … and adding or changing fields is simple – updates are available to the users as soon as the change being made.
- Access to <u>any</u> table within JD Edwards (including the alias name) and <u>any</u> other database accessible tables and fields – so you can combine information from both EnterpriseOne and any other system on the same report.

<u>Key features of the both standard versions include</u>:
- Full drill down to supporting details, and further to the related transactions.
- Ability to use the full set of Excel features with the data used – so creating pivot tables, filtering, adding graphs, linking to Word documents and more are all standard.
- Drill down windows provide full Query By example headings to permit filtering of the data presented, "drag up" summarization by any field, reordering of fields, saving of layouts, copying to the clipboard and to an existing or new Excel tab, and more.

Executive Dash Professional
Executive Dash Professional is the query design component of the suite. While the Spreadsheet Server Standard product provides out of the box functionality for General Ledger, Fixed Assets, Job Cost and Sales Order Processing, the ED Pro product allows the creation of promptable wizards for any tables – JD Edwards or other.

Using simple icons and drag and drop features, the query designer selects and adds tables to the query, provides the join criteria, and adds the fields that will be provided to the user when they run the query. The designer also has access to and control over:
- Which fields will be "smart parameters" – prompts for "data selection" for the user when they run the query within Excel. This includes pre-adding a default or starting value.
- The sort order for the fields presented back to the user.
- Whether the fields are visible to the user or just used for calculation and selection purposes.
- Adding new fields for calculation to support values and feature that might not be directly available within the tables selected.
- The queries can be tested directly within the design tool, with selections for a single record, 1000 records, a user specified number of records, or all records.

With the design capabilities, you can create the equivalent of the out of the box features of Spreadsheet Server for any tables and fields – maximum control. With the design tool normally in the hands of a technically savvy person, the queries are created in a safe yet flexible way empowering the end users. Clients often find that after the initial queries are created, little or no maintenance is required on an on-going basis.

Distribution Manager
Distribution Manager (DM) is the component that allows users to set up report distribution within any Excel report. With it the user has control over and the ability to:
- Specify for any person or line on the control whether the output is to be printed, emailed or saved to a file location (i.e. a departmental reports file share).

- Specify whether the output should be provided in Excel, PDF or HTML format.
- Specify which of the tabs on the report should be printed or sent to the user(s).
- Specify whether the output, if in Excel format, includes the "live link" features or is a regular Excel worksheet.
- For email distribution / output, any address in the email system (i.e., Lotus Notes, Microsoft Outlook) can be used including distribution lists.
- Any field on the report can have its value specified before the report is sent out.
- Additional documents can be included with the distribution.
- DM can be used for any report – not just ones created through Spreadsheet Server or ED.

To put together the features of DM with those of Spreadsheet Server and Executive Dash, a master report for the month could be created that has tabs in it for:

- Comparison to budget with department being a selection.
- Prior year comparison and forecast to year end with department being a selection.
- Top 20 overdue customers.
- Top 10 vendors with the largest amount owing and the details of the amounts owing.
- Inventory items that are below replacement levels by branch.
- New assets added during the period, with details.
- Purchase orders on hold, sorted by hold code.

When the month end reports are ready to be run, the period is updated on the master sheet, and the "distribute reports" option is selected. With the Distribution Manager specifications that the user set up, the following would happen:

- Each department manager would get a report with the two tabs for comparison reporting, showing only their department.
- Some may get full drill down versions of the reports, some in normal Excel, and some in PDF format.
- A copy of the graph version for the County expense comparison is provided in HTML format for inclusion on the internal web site and saved to a file location.
- Emails are sent to commissioners notifying them that the PDF versions of their summary reports are available on the secure file share location for retrieval at their convenience.
- The AP, AR and Inventory reports are provided to the appropriate managers, again via email or file share and in PDF, live link Excel or regular Excel format.
- The asset coordinator is provided the Fixed Asset addition report for review and analysis.

In short, a single Excel report could be used to generate the full set of reports needed.

Clients of the solution find that their distribution and reporting / analysis capabilities are significantly extended and the time required to process month ends and reports are dramatically reduced.

3.   Customer quotes

In addition to the customer success profiles we have included with our RFP response, we would like to provide for you several quotes from existing customers.

"There is no learning curve with this software; it is a live and dynamic link to JDE. If I'm in Excel and using Spreadsheet Server, I can drill down within Excel and don't have to go to JDE for more info. You can get down to source transaction almost without leaving Spreadsheet Server – that's key and it's a big plus. With Spreadsheet Server and Distribution Manager, instead of using precious human capital resources and system resources, we just let the technology do the work. IT loves it that we don't bother them anymore!" **Randy Wronzberg, CFO, Johnston Equipment**

"Spreadsheet Server is a phenomenal consolidation tool. It has maintained all the presentation styles that we use in Excel and reports that would take half a day to run now only take 15 to 20 minutes, and that's for the highest level of sophisticated financial reports. It has provided finished reports to our operational managers and allowed them to see the underlying data without having to go into JD Edwards. Even our most senior account staff rarely uses JD Edwards anymore – they mainly use Spreadsheet Server as a means of getting their work done." **Director of IS, Property Management Company**

"By implementing Spreadsheet Server, we've cut three days out of our financial month-end process, and countless trees have been saved. Our daily financial reporting is much simpler, and much more accurate and timely." **Theresa Thatcher, Business Analyst, Johnston Equipment**

"What we've been able to do with Spreadsheet Server is get information to our accounting group, our manufacturing group, and our managers faster, more accurately, and with a whole lot less effort than we've ever been able to do before." **Linda Nelson, Corporate Accounting Manager, La-Z-Boy Inc.**

"A short time before we purchased Spreadsheet Server and Distribution Manager, my assistant came to me and said 'We must buy this product, or we're going to be back in the dark ages. One of the best features of Spreadsheet Server for use with JD Edwards is that we no longer need to recreate reports, like budget to actual or departmental expense reports. We build it once, and we're done!" **Jim Hedberg, Controller, Crocs Inc.**

"Our users understand this product, and as a result, reporting can be completed more quickly and accurately." **Sara Arjomand, Financial Reporting Manager, AAA**

"Spreadsheet Server enables us to perform much more detailed allocations between departments in our organization and its intuitive nature has improved our financial reporting and analysis. Its deployment was seamless; it really is a great product." **Jodi Billiard, VP/Controller, Coca-Cola Bottling Co.**

"Now that we have these fantastic automated tools, suddenly accountants have more time to do quality analysis, they had time to rerun reports when errors were discovered, and overall the organization benefited from the time that was gained." **Director of IS, Property Management Company**

3.   Tie to and use for goals and objectives of Baldwin County

The combination of the Spreadsheet Server, Executive Dash and Distribution Manager will provide the County with an Excel based tool for reporting and analysis to replace FASTR, World Writer, and STAR. The suite of products will also:

- Greatly lessen the load on the County IT department.
- Provide a tool based on a reporting framework that is extremely familiar to users (Excel).
- Provide this tool in a secure and feature rich manner
- Do so with minimal training and consulting requirements.
- Empower business users to create and manage their own reports and analysis.
- Provide access not only to your EnterpriseOne data, but other data as well – a key difference compared to other products on the market.

4. Minimum Requirements from the RFP

We are providing in this section our response to the minimum requirements as noted in the RFP.

Baldwin County Requirement	TeamCain response
Should include a minimum of 4 developers and a combined total of 10 end-user licenses with a built in matrix to extend end-user licensing to a wider user audience.	We are providing in our cost summary a licence structure that meets these requirements – for 4 full developers (ED Pro) and 10 total end users (including the 4 ED Pro users)
The Solution should have a simple implementation footprint which will integrate with existing technologies in use in order to minimize overall learning curve as well any hardware related expenses. Recommended Implementation requirements specific to Hardware/Server/Client should be listed out in detail.	The products proposed are simple add in components to Microsoft Excel.
Reporting solution should meet organizational demand/deployment needs and should aid Baldwin County Decision makers in a timely fashion (i.e. finance approval, operational planning, and resource allocation).	This is a hallmark of the solution, as may be evidenced by the customer quotes and success stories.
Toolset utilization should target business end users and not technical experts.	The Spreadsheet Server and ED standard products are geared to business users.
The solution should provide multiple output capabilities (i.e. PDF, HTML, Excel, etc...).	Output is available in these formats.

The reporting solution should incorporate multiple distribution methods.	The Distribution Manager component, as noted above, provides for distribution via direct print, email and file share.
The reporting solution should emulate EnterpriseOne Data Access Controls.	The solution respects the EnterpriseOne business unit access control; further control can be added by way of security on queries and pre-selection of data.
Training sessions should be delivered in the manner deemed most efficient and cost effective by the vendor and approved by Baldwin County, to transfer knowledge to end users how to use the software and how to troubleshoot simple problems users may encounter.	Training is provided on site for customers; the training is 3 days for the Executive Dash Pro component and 2 days for the Spreadsheet Server and ED standard products and the Distribution Manager component. During the training, the students create reports from scratch and in most case take existing Excel reports and turn them into "live link" versions –directly in the training.
Vendor should assist in migration of all critical reporting data from the JD Edwards World applications into the new JD Edwards EnterpriseOne solution during training sessions (i.e. Actual reports to be used for training purposes)	While we would be pleased to provide consulting services to assist with the migration of the existing reports, we typically find that clients are well able to do so after the training.
Include continuing Product Lifecycle Support with a detailed response.	The Annual maintenance and support plan (AIMS) provides clients with product updates and upgrades, telephone and email support, and access to the Query Exchange – a Global and customer community based repository of pre-built queries.

5. License Requirements/Models

The licence structure we have quoted in this response includes:
- 4 licences for the Executive Dash Pro version, which allows creation of queries used by

the business users. These licenses also include the full capabilities of Spreadsheet Server standard and ED standard.
- 6 licences for the combination of Spreadsheet Server and ED standard.
- A site licence (unlimited users) for the Distribution manager component.

6. Existing Technology

As the solution is a simple Microsoft Excel add-in, available for versions back to 2003, there are no issues with the existing technical environment at the County. There are no requirements in terms of EnterpriseOne versions for the solution.

7. Organizational Demand/Deployment

The users decide which of the fields they want to use for Spreadsheet Server standard reports, and may remove any fields they do not desire for ED standard reports they create. While there is a scheduling component that can be licenced, we have found most customers do not need to use this and as such we have not quoted it. Reports are typically done after the user refreshes the data for the desired timeframe, and the distribution is as simple as clicking on one button.

8. Data Access Controls
Spreadsheet Server standard respects the business unit security that is part of EnterpriseOne. Security for Executive Dash can be done by security over the query locations, built in security within the query itself, and security on the tables themselves that may be tied to the user sign-on. Spreadsheet Server standard will also pull the user defined values for codes. Data dictionary descriptions (aliases) are standard within Executive Dash for custom queries that are built.

9. End User Training
End user training is conducted on site with the client. Additional training can be provided via web based methods, however we find that with more than a couple of students a classroom approach works best.

10. Company Background

TeamCain as the RFP respondent has been in operation since 1995. In that time our focus has been providing services and products for JD Edwards customers in both the World and EnterpriseOne areas. One of the primary solutions we represent to our customer base is the suite of Spreadsheet Automation products for reporting and analysis. Global Software selected TeamCain as their primary partner for the JD Edwards space due to our in depth knowledge of JD Edwards and the strong reach and reputation we have within this ERP market.

TeamCain is an Oracle Gold Partner, a Quest user group Gold Partner, and one of only 3 vendor sponsors of the Quest Leadership Community, which is a subset of Quest geared towards decision makers. Our office is located in Peterborough, Ontario Canada.

Global Software as the providers of the software solution have been in operation since 1973 and have been providing solutions for reporting and analysis for multiple ERP systems for nearly 2

decades. The head office is in Raleigh, North Carolina and there are offices in New York, Seattle, Greensboro and London England. Service and support is provided on a 24 /7 basis by the help desk. Global has customers using more than 40 ERP products with their suite, and have over 4,000 customers in 40 countries.

We would like to propose the following to the County as reference customers:

APR Energy, Jacksonville Florida
Contact name: Tyson Eavenson
Contact phone and email: 1-904-223-8488, tyson.eavenson@aprenergy.com
Details:
APR started using the Spreadsheet Server and Distribution Manager components in 2011, and in 2012 extended this. They needed to add on to their reporting and analysis solution to include data outside of what was covered with the out of the box Spreadsheet Server component. They did a very thorough evaluation including installation of the two main competing products (the full suite from Global Software and also InsightSoftware) and testing for a period of time. In the end they chose Global's Spreadsheet Automation Suite from TeamCain. We feel they are quite qualified to speak to the evaluation and selection process and the benefits they are and will obtain from it.

CREIT Management, Toronto, Canada
Contact name: Paul Wubbolts, Director of Information Systems
Contact phone and email: 416 628 7799, pwubbolts@creit.ca
Details:
CREIT has been using the solution from Global for a number of years, and make heavy use of it (several of the quotes above are from Paul). They make very strong use not only of Spreadsheet Server but also of the Executive Dash product in a number of areas.

Covidien, Mansfield, MA
Contact name: Tom Grant, Accounting Manager
Contact phone and email: (508) 261-6061, thomas.grant@covidien.com
Details:
Covidien has been using the suite of products for about two years, and makes heavy use of both Spreadsheet Server and Executive Dash, along with Distribution Manager. They are a larger user of the solution, with over 100 total licences. One of their comments is that it is the most time saving tool they have bought in the last 5 years. Tom will be much more available for comments and information verbally due to corporate restrictions on providing commentary in writing.

GN Johnston Equipment, Toronto, Canada
Contact name: Joachim Roeder, Chief Technology Officer
Contact phone and email: (905) 712-6006 Ext. 52397, joachim.roeder@johnstonequipment.com
Details:

Johnston Equipment has been using the Spreadsheet Server and Distribution Manager solution for over 2 years. One of their key comments is the amount of time it has saved them at month end —about 3 days.

11. <u>VENDOR QUALIFICATIONS</u>

Neither TeamCain nor Global Software owns a current licence for operating in the state of Alabama. Both organizations will be pleased to obtain the required licences and provide proof of same to Baldwin County.

RFP Response Form
JD Edwards EnterpriseOne Reporting Solution

Date: October 2, 2012

Out of State _X_ or __ If yes, _____
                              No   Registration Number

Company Name: TeamCain
Address:
PO Box 1956
Peterborough, ON Canada
K9J 7X7

Name of Company Representative: Michael Guerin
Position: President
Phone: 705-741-2600, Extension 246
Fax: 416-351-5609 (e-fax), 705-741-2900 (office)

Financing through another agency beside yourself   or _xx_
                                                    Yes   No

Billing for the software and annual maintenance will be done directly from Global Software. Billing for services will be done via Global Software directly or TeamCain, depending on who provides the services.

<u>**Cost Summary Sheet**</u>
ID Edwards EnterpriseOne Reporting Solution

Company Name: TeamCain   Date: October 2, 2012

Capital Outlay and Implementation (Attach Detail Cost Breakdown of each category listed)	Cost
Software & Licenses – licensed for a minimum of 10 Users as defined in Section V. Item-1. (must include one year maintenance & support) **The breakdown of the licencing is show in the table below.**	$34,104
Professional Services	$0
Training Services	$9,250
Other Costs (expense estimate for 5 days on site training)	$1,625
Phase One Total Proposed Cost	**$44,979**
Recurring Annual Cost	**Annual Cost**
Software Maintenance & Support (for second year going forward)	$5,684
Other (Explain)	$0
Total Proposed Recurring Cost	**$5,684**

Licencing and maintenance breakdown

Product	licences	unit list	total list	Discount percent	Discount amount	Net Price	Annual Maintenance	Total
Spreadsheet Server Pro	4	5,000	20,000	50.00%	10,000	10,000	2,000	12,000
Spreadsheet Server Combo	6	4,200	25,200	40.00%	10,080	15,120	3,024	18,144
Distribution Manager	1	5,500	5,500	40.00%	2,200	3,300	660	3,960
Totals:			50,700		22,280	28,420	5,684	34,104

For future licences, we will hold the discount level shown above for any licences added on by Baldwin County up until the end of the 2013 calendar year.

During prior discussions with Baldwin County, we had provided information on the Enterprise Budgeting solution also available from Global Software. This solution works hand in hand with the components covered in detail in this RFP response, and provides:

- A data warehouse for storing the budget information for each budget cycle.
- An approval, dissemination and consolidation process
- Start up of the information from actuals, budgets, or any other data from EnterpriseOne.
- Spreading of data based on standard or user defined criteria.
- Upload back into EnterpriseOne via CSV upload

The budget solution is licenced by two types of users – budget managers and budget users. Budget managers are those that create, control and manipulate and consolidate the budgets. Budget users are the staff that would take the budget worksheets created by the managers and complete and submit the budgets. Should the County wish to add the Budget solution at a later date (by the end of calendar year 2013) we will provide the following pricing:

- For Budget managers, the list price is $5,500 per user, and we will provide a discount of 60%.
- For budget users, the list price is $2,750 and we will provide a discount of 30% on the first 25 users, 40% on the next 25 users, and 50% on any user licences over 50.
- Annual maintenance is 20%, and we will provide the maintenance based on the discounted net price.

Sample screen shots and information

In this section we are providing samples of a number of the screens that users would work with within the products to illustrate the functions and features.

Spreadsheet Server and Executive Dash standard

The starting point for Spreadsheet Server standard is the "build a template" wizard – this screen shows the options available to the user for a sample GL one.

The user selects the starting values for Company, B.U., account components and sub lledger information, and indicates whether they apply to the rows or columns

Screen showing sample report in Excel with the data selection options (these ones have been selected to be at the column level)

	D	E	F	G	H	I
Ledger Type		AA	BA		AA	AA
Year		2008	2008		2008	2008
Format		YTD	YTD		YTD	YTD
Period		10	10		12	12
Currency		...	...		...	...
Company						
Business Unit					@01 120 Division	@02 260 Region
Category Code						

Note that column E is for the actual ledger and column F is for budget

These are for BU cat code 01 and cat code 02, the 120 and 260 are the values selected for these ca:

Sample set up for the columns. Note the business terms used (not field names) in this report, columns E and F have YTD through period 10 for AA and BA, column G is a variance, column H is YTD through period 12 for a BU cat code and column I is the same for a different BU cat code value

This sample shows examples of the selection for the rows using different combinations and selections for the object accounts.

Object Account	Sub Acct

5*

[5015 5030 5050 5070]

Sample of row detail specs - note the wild card 5*

the row with two single accounts (5015 and 5030) as well as a range (5050 5070)

6*

and the "segment list" (named group of accounts

8110 8115

8120 8192

*Depreciation

8330

[835* 8810 8820]

8360

8370

For Executive Dash standard, this is a representative screen for the "build a template" wizard the user would use to start creating the report.

Drilling down to details within either product.

The sample screen below shows the "right click" options available to the end user.

Query Detail

Query Select

Generate This Detail List (EXD)

SS Drill Down

SS Display Accounts

SS Drill Down - Summary

Right click options from within Excel- drill down to the details immediately

Drill down screen from Spreadsheet Server standard. The screen below shows some of the details presented to the user when drilling down - in this case the one cell on the report was comprised of multiple accounts and all of the accounts are shown.

Drilldown from Income Statement.E37, Account Mask: *-*-8600.8659-*

Account Balances

>>> | Ledger Type: AA | Year: 2008 | Format: YTD | Per: 10 | Currency: --- | Total Amount: 512450.74

Company	BU	Obj Acct	Sub Acct	SL Type	SL Name	Account Description	Amount
00001	3	8605				Advertising	2,880.00
00001	4	8605				Advertising	4,027.50
00001	5	8605				Advertising	5,960.00
00001	9	8605				Advertising	126,500.00
00001	9	8606				Promotions Fund	10,000.00
00001	9	8630				Bank Charges	882.00
00001	9	8650				Cash Shortages	25,400.00
00020	2	8605				Advertising	121,528.35
00020	2	8620				Bad Debt Expense	29,854.69
00050	6100	8635		W	00065015	Business Licenses	150.00
00070	70	8610				Art & Drafting	1,536.65
00070	7001	8605				Advertising	6,080.00
00070	7001	8630				Bank Charges	1,520.00
00070	7001	8635				Business Licenses	3,040.00
00070	7101	8605				Advertising	1,520.00
00070	7102	8605				Advertising	912.00
00070	7130	8605				Advertising	304.00
00077	777	8605				Advertising	5,491.07
00080	8000	8605				Advertising	35,286.30
00080	8000	8630				Bank Charges	4,116.74
00080	8000	8650				Cash Shortages	14,114.52
00080	8001	8605				Advertising	17,643.15
00080	8002	8605				Advertising	23,524.20
00200	D30	8600	SPECDISK			Special Polishing Disk Account	22,250.00

In this example, multiple cells representing different periods / ledger were selected for drill down – the variance column was automatically selected, and the user dragged the Business unit to the top – they could also restrict the information by selecting partial match in the columns (shown in second example). First sample also shows it is simple to export all or part of the details to another worksheet or tab.

A drill down to the transaction level for an account showing some of the full details available ... again, we are still in Excel.

>>> : Ledger Type   AA   Year: 2008   Total Amount   161,198.00

any column header can be dragged up to summarizes by it; the columns can also have filters applied to restrict the data to certain values

CO	BU	OBJ	SUB	SLT	SLN	Per	Post	GL Date	Type	Doc Num	Line #	Batch #	Batch Date	Ex Type	Cur	Ex. Rate	Amount	Units	Explanation 1	Ex
00200	D30	5090				2	P	28/02/2008	JE	3295	83	4282	20/10/2001	G	USD	0	42,000	0	February Activit.	
00200	D30	5090				2	P	28/02/2008	JE	3295	137	4282	20/10/2001	G	USD	0	-42,000	0	February Activit.	
00200	D30	5090				2	P	28/02/2008	JE	3305	27	4322	21/10/2001	G	USD	0	42,000	0	February Activit.	
00200	D30	5090				5	F	31/05/2008	JE	3297	31	4283	20/10/2001	G	USD	0	55,539	0	May Activit.	
00200	D30	5090				5	P	31/05/2008	JE	3297	89	4283	20/10/2001	G	USD	0	-55,539	0	May Activit.	
00200	D30	5090				5	F	31/05/2008	JE	3306	31	4322	21/10/2001	G	USD	0	55,539	0	May Activit.	
00200	D30	5080				6	P	30/06/2008	JE	3299	75	4288	20/10/2001	G	USD	0	31,650	0	June Activit.	
00200	D30	5090				6	F	30/06/2008	JE	3299	126	4288	20/10/2001	G	USD	0	-31,650	0	June Activit.	
00200	D30	5090				6	P	30/06/2008	JE	3307	24	4322	21/10/2001	G	USD	0	31,650	0	June Activit.	
00200	D30	5080				7	P	31/07/2008	JE	3301	24	4289	20/10/2001	G	USD	0	32,010	0	July Activit.	
00200	D30	5080				7	F	31/07/2008	JE	3301	75	4289	20/10/2001	G	USD	0	-32,010	0	July Activit.	
00200	D30	5080				7	P	31/07/2008	JE	3308	24	4322	21/10/2001	G	USD	0	32,010	0	July Activit.	

Sample drill down transaction screen.

An equivalent drill down from Executive Dash ... the designer selected which fields would be presented to the user. Similar to the other drill downs, you can drag any header up to summarize and group by it.

Segment list allow for user defined groupings – in this case there is one that has been set up to select Fixed Assets by category code values.

Description: Fixed Assets Category Codes

Query designer screens
These next screen shots show the main components of the Query Design tool (ED Pro).

Note the JDE data dictionary names (aliases) that are provided

This next screen shows options for the fields that are provided to the user from the query.

Type	Field Name	Table Name	Sort Type	Sort Order	Visible	Criteria 1	Criteria 2
T	'Order Company': PD...	&lib.F4311 (Purchas...	(none)	0	✓	&SPARM01	
N	'Order Number': PD...	&lib.F4311 (Purchas...	(none)	0	✓		
T	'Order Type': PDDCTO	&lib.F4311 (Purchas...	(none)	0	✓	&SPARM02	
T	'Order Suffix': PDSFXO	&lib.F4311 (Purchas...	(none)	0	✓		
N	'Line Number': PDLNID	&lib.F4311 (Purchas...	(none)	0	✓		
T	'Business Unit': PDMCU	&lib.F4311 (Purchas...	(none)	0	✓	&SPARM03	
T	'Company': PDCO	&lib.F4311 (Purchas...	(none)	0	✓		
T	'Original Order Docu...	&lib.F4311 (Purchas...	(none)	0	✓		
T	'Original Order Numb...	&lib.F4311 (Purchas...	(none)	0	✓		
T	'Original Order Type'...	&lib.F4311 (Purchas...	(none)	0	✓		
N	'Original Line Number...	&lib.F4311 (Purchas...	(none)	0	✓		

The fields to be used for the prompting are noted here

Fields are added to the design by double clicking them. You can also add new fields for things like calculations

Note the control over whether the field is used for sorting and what type of sort in the output used by the business user

Fields can be used in the design without being output

The prompt parameters (what the user sees) are selected here, and can have a starting value assigned.

Parameters:

... ▲	Description	Value
1	Order Company	
2	Order Type	OF
▶ 3	Business Unit	
4	Address Number	
5	Order Date	

Distribution Manager

Sample of the screen used by the business user to select the output methods and choices.

The user specifies for each "group" whether the output is to be printed, emailed, or stored to a shared file location

Output choices are PDF, HTML, or Excel

Values to be inserted into the worksheets before sending are assigned here

as few or as many of the tabs in the report as desired for the recipient are set up here

The user indicates here whether the formulas should be left intact (allowing drill down) or converted to regular formulas (meaning no drill down, just a regular Excel report)

As many distribution lines are set up as needed — some clients have over 200 to perform fast and effective distributions to multiple individuals and groups of people in one pass.

APPENDIX A
CUSTOMER SUCCESS PROFILE DOCUMENTS

GN Johnston Equipment
A Case Study

With Spreadsheet Server and Distribution Manager, instead of using precious human capital resources and system resources, we just let the technology do the work. IT loves it that we don't bother them anymore!" *(Randy Wronzberg. CFO, GN Johnston Equipment)*

JOHNSTON EQUIPMENT
YOUR RAYMOND AND STORAGE SOLUTIONS DEALER

USER QUICK FACTS

Customer since: April. 2010
User Deployment: 12
ERP System: JD Edwards EnterpriseOne®
Global Products:
- Spreadsheet Server
- Distribution Manager

"There is no learning curve with this software; it is a live and dynamic link to JDE. If I'm in Excel and using Spreadsheet Server, 90% of the time I can drill down within Excel and don't have to go to JDE for more info. You can get down to source transactions almost without leaving Spreadsheet Server – that's key and it's a big plus."

Randy Wronzberg
Chief Financial Officer
GN Johnston Equipment Co Ltd.
Mississauga, ON CANADA

TEAMCAIN
P.O. Box 1008

1.200 861 7098

ORACLE Gold Partner

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Join us on LinkedIn
Connect with us on Quest

For more information, please contact
Michael Guerin, President
Email: michael_guerin@teamcain.com

Introduction

Over the past 50 years, GN Johnston Equipment has been the leader in helping warehouse operators reduce costs and maximize efficiencies. From the first narrow aisle lift truck to the incorporation of microprocessor control technology, Johnston has a long and proud history of product innovation. Johnston uses JD Edwards® enterprise resource planning software for many of their business applications needs. Using the data from JDE for financial reporting is an integral part of their business. Johnston relied on a manual process that took 3 days every month-end, where all financial statements were hard coded into JDE, before recognizing the extensive capabilities and power of Spreadsheet Server for JDE® and Distribution Manager.

Randy Wronzberg, CFO at Johnston admits that he couldn't tolerate not having an automated system. The waste in the system was not beneficial to the business and in an environment where the numbers always changed, having hard coded financial statements were too prone to errors. They were utilizing IT and administration to create financial statements which resulted in a waste of resources and loss of productivity (due to having to go back if mistakes where found). They also suffered from not having ad-hoc drill-down capabilities which resulted in a lack of analytical information that was critical to the business.

A key criterion that they were looking for was the ability to use software that did not require a big learning curve or take long to implement. Ideally, the software could utilize the powerful analytical features in Excel. They also needed to avoid their old time-consuming method of shipping the reports to various branches across Canada. Once those reports were at the branches, the data had to be rekeyed from the paper documents into an Excel file. Johnston required a solution that allowed them to leverage the familiarity of Excel as a reporting and analysis tool while providing up-to-the-minute dynamic data that could be shared across the company.

Results

It only took GN Johnston Equipment 2 weeks to get all of their financial statements set up and after 1 month-end, they had all the kinks worked out and saw an immediate return on investment. The main result has been a savings in resources due to much timelier information and the fact that they are able to avoid rekeying all the information like before. Distribution Manager removed all the formulas and left the values intact, which meant they could send a standard spreadsheet to any branch across Canada and the users there could create new analysis reports. Productivity is on the rise and as Randy says; *"IT loves it that we don't bother them anymore!"* GN Johnston Equipment can now not only enjoy more timely and accurate information, but they have freed up their own time so they can focus on more strategic tasks. These spreadsheet automation solutions have dramatically changed the way that they do business. The addition of Spreadsheet Server to GN Johnston Equipment has been very well received by all users and is an incredibly valuable solution to the company.

> "A short time before we purchased Spreadsheet Server and Distribution Manager, my assistant came to me and said 'We must buy this product, or we're going to be back in the dark ages.'"

crocs™

USER QUICK FACTS

Member of Fortune 1000

NASDAQ: CROX

Customer since: 2008

User Deployment: 51

ERP System: JD Edwards®

Global Products:
- Spreadsheet Server
- Distribution Manager

> "One of the best features of Spreadsheet Server for use with JD Edwards is that we no longer need to recreate reports, like budget to actual or departmental expense reports. We build it once, and we're done! We really appreciate Spreadsheet Server and Distribution Manager- we're utilizing them in a lot of different areas."
>
> **Jim Hedberg**
> **Controller**
> **Crocs, Inc.**
> **Niwot, CO USA**

Introduction

Crocs, Inc. is a designer, manufacturer and retailer of footwear for men, women and children under the Crocs™ brand. Crocs™ shoes are sold in more than 125 countries and come in a wide array of colors and styles. Crocs uses JD Edwards® enterprise resource planning software for many of their business applications needs. Using the data within JDE for financial reporting is an integral part of their business due to the requirement to produce budget to actual comparisons, reconciliations, returns reserve calculations, departmental reports and consolidations. Crocs relied on manual intervention and "data dumping" to secure and analyze information they needed before recognizing the extensive capabilities and power of Spreadsheet Server and Distribution Manager.

Situation & Strategy

Crocs™ brand shoes feature Crocs' proprietary closed-cell resin, Croslite™, which represents a substantial innovation in footwear. The Croslite™ material enables Crocs to produce soft, comfortable, lightweight, superior-gripping, non-marking and odor-resistant shoes. These unique elements make Crocs™ footwear ideal for casual wear, as well as for professional and recreational uses such as boating, hiking, hospitality and gardening. The versatile use of the material has enabled Crocs to successfully market its products to a broad range of consumers.

Due to the international nature and requirements of their business, Crocs recognized that they needed to automate their financial reporting and analysis in order to access 'live and dynamic' data and improve efficiency throughout the enterprise. They had distinct requirements, such as performing returns reserve calculations, channel reports to compare wholesale, retail and internet-based business, budget versus forecast and cash flow analysis, with more flexibility than their previous processes would allow.

In addition, detailed reconciliations were needed, to compare two sets of related records from different sources to analyze any differences, and make corrections. For this function it was essential that Crocs was able to make last minute adjustments. Before Spreadsheet Server and Distribution Manager, this would require them to re-run an entire report. Now the task is as intuitive as opening the spreadsheet and hitting refresh.

Results

Crocs credits Spreadsheet Server and Distribution Manager for taking them out of the "dark ages of financial reporting." These spreadsheet automation products have dramatically changed the way they do business, saving everyone in their organization a significant amount of time and frustration. Currently, Crocs has shifted their resources from more manual processes to a spreadsheet automation capability that allows them to spend more time analyzing financial data and overall business strategy and less time on redundant building and rebuilding of

Spreadsheet Automation Tools Utilized by Crocs

(SS) SPREADSHEET SERVER

(DM) DISTRIBUTION MANAGER

Spreadsheet Server is a Microsoft® Excel add-in that allows users to access 'live' data within Excel, while maintaining the ability to drill down to supporting details. Leverage the familiarity of Microsoft Excel as a reporting and analysis tool while providing up-to-the-minute dynamic data. Users of Spreadsheet Server can simply open a spreadsheet and watch the balances of their spreadsheet populate with dynamic financial balances. The unique drill down capability takes the tool to a new level of detail by allowing individual transactions to be monitored.

Distribution Manager automates the delivery of key business information to your critical users. Eliminate unnecessary printing, copying and e-mail attachments. Empower your users with a tool that delivers this business-critical information in an easy efficient manner. Benefits include automated, full delivery of reports and files through e-mail, printing, and archiving, unlimited file attachments of all types, ability to define key variables available to all spreadsheets, ability to provide custom parameters to spreadsheets prior to re-calculating, and much more.

Global Software, Inc. supports more than 4,000 customers in 40 countries across a variety of ERP platforms. Global is a proud supporter of the Oracle, JD Edwards and PeopleSoft user communities.

ORACLE PARTNER

WANT TO KNOW MORE?

APPENDIX B
PRODUCT INFORMATION DOCUMENTS

"Spreadsheet Server for use with SAP® software saves us a tremendous amount of time each month in our financial reporting. We no longer manually export data."

CONSOLIDATED

USER QUICK FACTS

Customer since: 2009

Users: 20

ERP System: SAP®

Products:
- Spreadsheet Server
- Distribution Manager

"Spreadsheet Server enables us to perform much more detailed allocations between departments in our organization and it's intuitive nature has improved our financial reporting and analysis. It's deployment was seamless; it really is a great product."

Jody Billiard
VP/Controller
Coca-Cola Bottling
Co. Consolidated

Introduction

Coca-Cola Bottling Co. Consolidated has one of the highest per capita soft drink consumption rates in the world and manages franchise territories with a consumer base of more than eighteen million people. They utilize SAP software for their enterprise resource planning. Coca-Cola came to Global Software, Inc. with the need to retrieve dynamic data directly from their SAP application into Microsoft® Excel in a less complicated and inconclusive way. In addition, they wanted the ability to design financial reports on the fly with more flexibility. For these needs, and many more, Global introduced them to Spreadsheet Server and Distribution Manager.

Situation & Strategy

As a leader in manufacturing, selling, and distributing soft drinks, Coca-Cola Bottling Co. Consolidated is the second largest Coca-Cola bottler in the United States. With corporate offices in Charlotte, North Carolina, the Company does business in eleven states, primarily in the Southeast region. Coca-Cola Bottling Co. Consolidated makes, sells, and delivers carbonated and noncarbonated beverages, including soft drinks, bottled water, teas, juices, isotonics, and energy drinks, all of which are the primary products of The Coca-Cola Company. As Coca-Cola began to struggle with exporting data from their SAP application into Excel, they realized that they needed more intuitive Excel-based tools to conduct reporting and analysis.

Prior to deploying Spreadsheet Server, Coca-Cola Bottling had difficulty examining their Profit and Loss statements in different fashions. Analysis of these income statements was extraordinarily difficult, especially if they wanted to look at different scenarios on the fly. Another issue that they were having related to Profit and Loss statements was duplicating their efforts by manually entering data from their SAP application into Excel. Coca-Cola desired a more efficient way to examine these statements to determine profit ratios, to examine costs and selling prices and to transfer subtotals more accurately from month to month.

Results

After the seamless deployment of Global's spreadsheet automation solutions, Coca-Cola has not only saved a tremendous amount of time each month working on Income statements, but they are able to achieve new capabilities that they did not initially expect. They can now perform more detailed allocations between departments within their organization, and they can more easily view from a cost standpoint the forecast for individual functions or for the entire company. What Coca-Cola loves most about Spreadsheet Server and Distribution Manager is the intuitive nature of the software and the value for their investment. Coca-Cola continues to rave about the excellent customer service and support they receive from Global Software, Inc.

GLOBAL SOFTWARE INCORPORATED

Coca-Cola Bottling Co. Consolidated Case Study

Spreadsheet Automation Tools Utilized by Coca-Cola

SS SPREADSHEET SERVER

DM DISTRIBUTION MANAGER

Spreadsheet Server is a Microsoft Excel add-in that allows users to access 'live' data within Excel, while maintaining the ability to drill down to supporting details. Leverage the familiarity of Microsoft Excel as a reporting and analysis tool while providing up-to-the-minute dynamic data. Users of Spreadsheet Server can simply open a spreadsheet and watch the balances of their spreadsheet populate with dynamic financial balances. The unique drill down capability takes the tool to a new level of detail by allowing individual transactions to be monitored.

Distribution Manager automates the delivery of key business information to your critical users. Eliminate unnecessary printing, copying and e-mail attachments. Empower your users with a tool that delivers this business-critical information in an easy efficient manner. Benefits include automated, full delivery of reports and files through e-mail, printing, and archiving, unlimited file attachments of all types, ability to define key variables available to all spreadsheets, ability to provide custom parameters to spreadsheets prior to re-calculating, and much more.

TeamCain, certified partner of Global Software, Inc., is proud to offer end-to-end solutions and guarantee a partnership that will help your company meet its unique business objectives and function at an elite level.

TEAM ✦ ✦ CAIN

WANT TO KNOW MORE?

CONTACT US:

Michael Guerin | President
T. +1 800.861.7628, Ext 246 | Email: Michael_Guerin@teamcain.com | teamcain.com
Follow TeamCain on Twitter - @TeamCain

SPREADSHEET
SERVER
FOR USE WITH JD EDWARDS

Are you currently preparing your financial analysis and reports for JD Edwards® World or EnterpriseOne in Microsoft® Excel? Would you like to automate your Excel processes using data from your JD Edwards GL?

Spreadsheet Server is a powerful Excel add-in which brings dynamic data from your General Ledger directly into Excel spreadsheets. You have complete control over the design and content of your JD Edwards reports using only Excel features and functions. Summary balances and full sub-ledger drill down capabilities ensure all levels of detail can be retrieved and manipulated within the desktop tool everyone is familiar with, Excel.

The highly volatile nature of financial reporting creates a need for dynamic information. Leveraging spreadsheet functionality with Global's technology, the integrity of critical JD Edwards financial data is maintained. Spreadsheet Server for use with JD Edwards is also intuitive to install and maintain. No server-side deployment means no day-to-day IT support is required.

Benefits include:
- Eliminate requirement for IT or super-users to create/change financial reports
- Combine reporting, account inquiry, and journal inquiry into one application
- Publish executive-quality reports from Excel
- Perform corporate consolidations with instant access to dynamic data
- Leverage spreadsheet skills and write reports in minutes
- Drill down from within Excel, to 'live' JD Edwards GL balances and more
- Increase efficiency and timeliness of your budgeting
- No more downloading or re-keying/exporting of JD Edwards balance or transaction level data
- Dramatically reduce number of days to close your books
- Perform job costing reporting and analysis
- FASTR report conversion utility included (World Customers)
- Retrieve sales totals based upon sales criteria with drill-down to detail, for sales reporting
- Retrieve fixed asset totals based upon account and asset criteria with drill-down to detail, for FA reporting

TEAM CAIN
Experience Counts
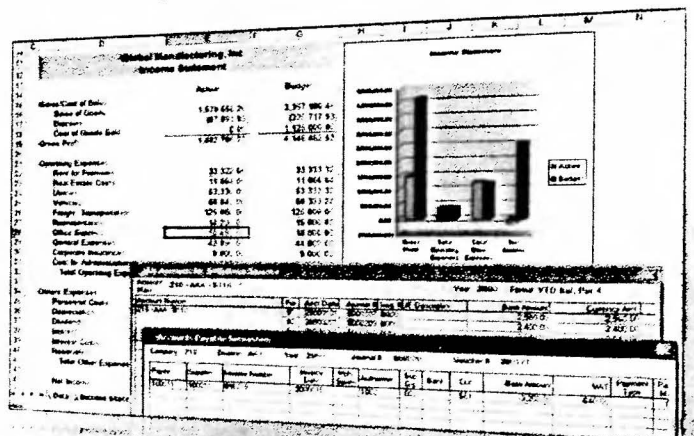
SPREADSHEET SERVER
FEATURES & BENEFITS

Dynamic Balances

Retrieve dynamic period, year-to-date, life-to-date and quarter balances using simple Excel formulas. Formula wizard is available to assist users in creating new formula expressions. Segment descriptions can also be retrieved for single accounts.

Account Combinations

Use wild cards, ranges, or segment lists to retrieve any combination of accounts into a single spreadsheet row. Segment Lists are user defined combinations of segments that are set at the local level or can be shared among multiple users.

Drill Down Capabilities

Dynamic drill down capabilities allow for review of detailed account balances, journal entry information, plus access to subsystems detail (AR, AP, FA, Inventory). Capabilities also include configurable drill-down to additional detail, including financial and non-financial data. Combine your financial reporting with account analysis to achieve more efficient analysis of your key data.

Security Features

Security can be configured by user to restrict the areas data that an individual can access. The security, which is controlled by an administrator, is based upon account segment information. Can be set to honor JD Edwards security.

FASTR Report Conversion Utility

The FASTR conversion utility allows for quick conversion of the row definition detail within a FASTR report.

Distribution Manager

Automate the distribution process of your financial statements by using Distribution Manager within Spreadsheet Server. Configure multiple report packages that supply parameters, calculate, and then print or email your reports, all with the click of a button.

Sales Reporting

Retrieve dynamic sales totals based upon your JD Edwards sales criteria, directly into Excel. Use the Formula Assistant to easily build desired sales totals, then quickly drill-down to see sales detail.

Transforming your spreadsheet into a dynamic analytical tool

Want to learn more?
Contact us today.

TEAMCAIN

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Email: Michael_Guerin@TeamCain.com

Web: teamcain.com

GLOBAL
SOFTWARE
INCORPORATED

A Product By Global Software, Inc.

DISTRIBUTION
MANAGER

Distribution Manager leverages the functionality of Microsoft® Excel while automating the delivery of key business information to your critical users.

Eliminate the time-consuming tasks of printing, copying, or creating email attachments just to get information to your end-users. Empower your users with a tool that delivers this business-critical information in an easy and efficient manner.

Benefits include:

- Automate full delivery of reports and files using: Email, Printing, and Archiving
- Unlimited file attachments of all types
- Define important key variables available to all spreadsheets
- Provide custom parameters to spreadsheets prior to re-calculating
- Optional selection of specific Excel worksheets for distribution
- Conversion of Excel documents to HTML, and PDF format via Adobe Acrobat®
- Optional conversion of Global Software, Inc. and/or Excel formulas to values

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GLOBAL
SOFTWARE
INCORPORATED®
CERTIFIED PARTNER
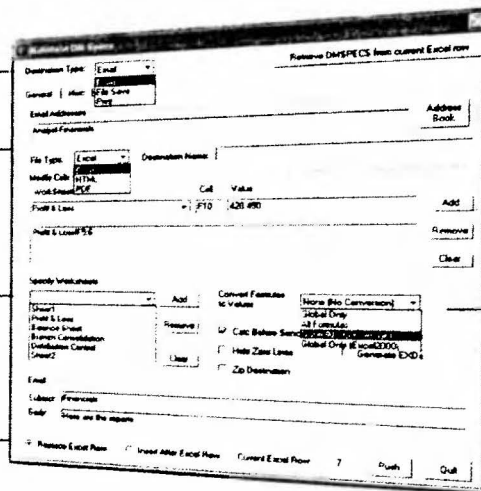
DISTRIBUTION MANAGER
FEATURES & BENEFITS

Leveraging Microsoft® Excel

With Distribution Manager for use with Microsoft® Excel, the distribution levels/profiles are created directly in Excel, and are thus displayed in a matrix format. Users can also reference equations in any worksheet within the active workbook.

Distribution Options

Distribution Manager for use with Microsoft® Excel allows users automated delivery of reports and files via email, print and archive. With this application, users can assign and save a different folder location for each control level, define the default value for converting formulas by user designations, and pass parameters into the new file to be distributed. Users also have the ability to set automatic calculation of the worksheet prior to distribution, giving the recipients the most up-to-date information. When distributing via email, users may email to an unlimited number of addresses, accessing their current address book. The emails are grouped by recipient, so each user receives a single email with multiple attachments- email consolidation at its finest.

Distribution Content Examples

- Management reports
- Financial statements
- Monthly, quarterly, yearly financial reports
- Event photographs
- Marketing promotions
- Sales forecasts/reports
- Internal company memos

Distribute All or Selected
Distribution Definitions

Define Multiple
Distribution
Specifications and Save
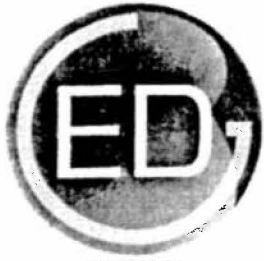for Re-use

Want to learn more?
Contact us today.

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Email: Michael_Guerin@TeamCain.com
Web: teamcain.com

GLOBAL SOFTWARE
INCORPORATED®

A Product By Global Software, Inc.

ENTERPRISE BUDGETING

Do you have difficulty preparing your budget workbooks for numerous business units? Is it time consuming for you to distribute, track and collect workbooks? Do you want to be able to incorporate data from Microsoft® Excel models into your budget?

Global Software, Inc.'s Enterprise Budgeting application can solve your issues with preparing your budgets.

Enterprise Budgeting allows your organization to streamline and control your budgeting process, ensuring timeliness, accuracy, and consistency of your budgets. Leveraging the popularity of the Microsoft® Excel spreadsheet as a budget building tool, Enterprise Budgeting requires less time accumulating your budget detail meaning more time for analysis and strategic planning.

Benefits include:

- Simplified budget setup and administration
- Microsoft® Excel-based budget model
- Centrally defined spread methods and budget rules
- Individual role-based security
- Intuitive distribution process
- Workbook tracking
- Defined budget submission policies
- Simplified budget reporting in Excel
- Compatible with Spreadsheet Server, Executive Dash and Spreadsheet Analyst
- 'Locks' workbook while still giving permission to budget functions
- Enables permitted users write-back capabilities to the Budget database
- Dynamic distribution of workbooks to each budget entity

TEAM CAIN

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ENTERPRISE BUDGETING
FEATURES & BENEFITS

Align your Business

At the center of the Enterprise Budgeting application is a Budgeting Database. This database holds the budget structures, budget data and budget model definitions. The Enterprise Budgeting application is used to define a budget model and map it to a workbook that will serve as a template that will later be replicated and distributed to each budgeting entity.

Budget Template

The Budget Template can have either a Spreadsheet Server or Spreadsheet Analyst report that supplies historical data and/or current year forecast information. When each Budget Workbook is generated, it will be refreshed with only the data relevant to each budget entity. Information about each generated book will be saved in the Budget Database so that the state of each book can be tracked and reported on.

Consolidation of Data

After a workbook has been completed, the budget data will be written back to the Budget database where it is consolidated and available for reporting. After the budgets have been approved and the budget closed, the budget data can then be written back to the source Ledger system.
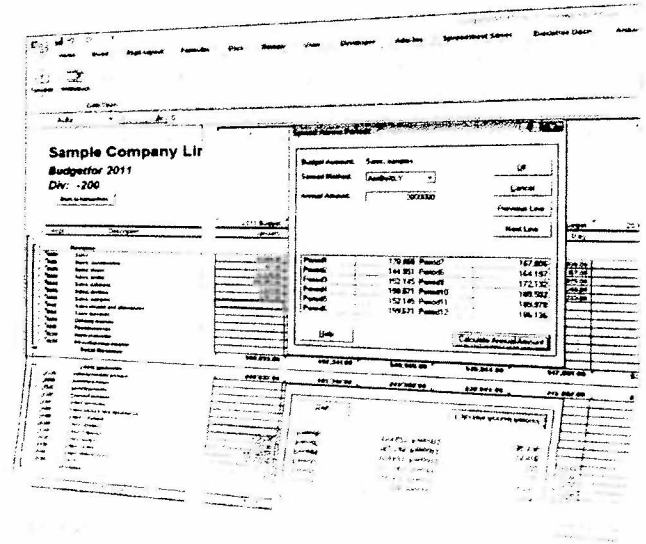
Streamline your budgeting process

Want to learn more?
Contact us today.

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EXECUTIVE DASH

Business managers need access to key business information in Microsoft® Excel, data that must be dynamic and accurate. Executive DASH™ allows users to build a range of reports from simple ad hoc workbooks to complex dashboard-type views of this critical business data. Executive DASH™ works as a powerful Microsoft Excel add-in to seamlessly retrieve any data on the network and return that dynamic data, whether in summary or detail, from multiple data sources, into your spreadsheet.

Leverage all your knowledge of Excel with the full confidence that your company data can be dynamically updated within your spreadsheet. Executive DASH™ affords you the opportunity to work within the familiar Excel environment in a timely fashion.

Benefits include:

- Connect-ability from Excel to multiple data sources across different platforms
- Easy-to-use Query Designer
- Easily share pre-configured queries
- Use provided wizard, in Excel, to create formulas
- Drill-down to detail from your spreadsheets or populate directly using EDASH formulas
- Control results by changing values in your spreadsheets
- Dynamically customize the view of your drill-down data using the feature-rich drill-down panel
- Automatically import dynamic results into your spreadsheet, or analyze results with enhanced drill-down capabilities
- Enhanced data analysis leveraging new features in Excel 2007, such as tables, pivot reports and charts
- Using EDASH formulas, incoporate promptable windows that extend the data validation

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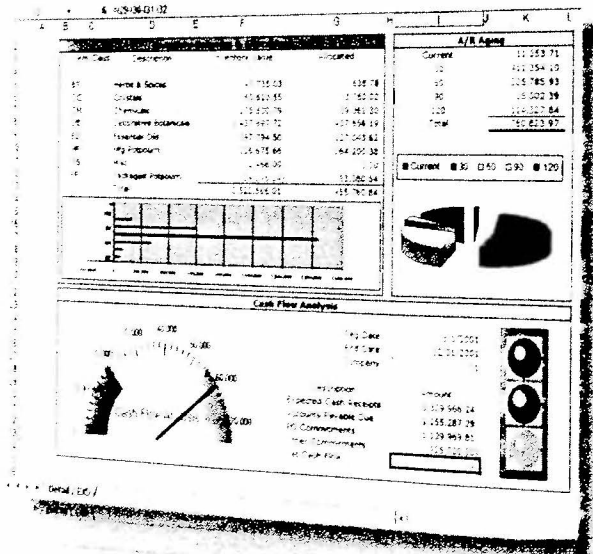
EXECUTIVE DASH
FEATURES & BENEFITS

Problems associated with standard reporting tools include:

- Expensive configurations of data warehouses
- Difficulty in configuring efficient drill-down process
- No interactive use of the data
- Requires initial configuration of data cubes
- Length of time and skill-set required to create or update reports
- Data integrity issues due to no dynamic access to data

To overcome these issues, users resort to running reports and queries and then re-type the data into Excel spreadsheets. As a consequence of this lengthy, manual process, the data becomes stale and inaccurate, and the process has to be repeated multiple times in the course of a reporting period, still resulting in data with questionable integrity.

Eliminate this bottleneck with Executive DASH and give your users, whether it is your CEO, VP of Sales, Inventory Control Manager or Benefits Analyst, a tool that leverages the power and flexibility of Microsoft Excel.

Report Examples Include:

- Sales Reporting
- Budget Forecasting
- Customer Open Order
- Equal Employment Opportunity Reporting
- Project Management Reporting
- Purchase Order Tracking
- Business KPI and Role-Specfic Dashboards

View your enterprise data in a dynamic dashboard environment

Want to learn more?
Contact us today.

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