

Welcome to the Summer issue of Eqos' The Source, sourcing and supplier management newsletter. Find out more about a customer "go-live" experience - meet the latest US customer - register yourself for the sourcing executive event during MAGIC in Las Vegas, and learn about the recently released Eqos 4.0 - [www.eqos.com](http://www.eqos.com)

## Leading Retail Group Edcon Goes Live with Eqos Global Sourcing



"We are pleased to announce the rollout of Eqos' global sourcing capabilities to selected Edgars and Jet merchandising divisions along with their local and international agents and suppliers," said Edcon's business integration executive Calvin Low.

Edcon manages ten retail brands in nearly 1,000 stores across Africa; annual sales top more than \$2.3 Billion. [Read more.](#)



## H-E-B selects Eqos to support and expand global sourcing and supplier management operations

Eqos is to enhance Private Label Merchandising for one of America's largest independently owned food and grocery retailers. Eqos' solutions are designed to help retailers like H-E-B boost product innovation, accelerate time-to-market and reduce supply chain costs by simplifying and standardizing the processes associated with private label merchandise sourcing across the enterprise and supplier network. [Read more.](#)

## Key Product Enhancements Unveiled in Eqos 4.0

Eqos announces the immediate availability of the latest version of its product Eqos 4.0. Functionality enhancements delivered in this release include extended PLM (Product Lifecycle Management), order management, and component management capabilities. Technology advancements include strengthened configurability capabilities, improved end user experience, and leading edge reporting and business intelligence tools.

Chris Foulkes, Eqos Chief Product Officer, said, "Eqos 4.0 not only broadens our footprint to span the end-to-end sourcing process, but also delivers significant technology enhancements that enable improved collaboration among trusted trading partners. Additionally, key enhancements to the user interface, additional configurability, and one-touch process modeling are enabling customers such as Edcon and Tesco to better respond to the immediate and evolving merchandising demands of the marketplace."

Eqos 4.0 enhancements include:

- **PLM (Product Lifecycle Management)**
  - Bridges the gap between the range/merchandise plan and its execution;



- Streamlined quoting process enables suppliers to rapidly submit multiple quote responses utilizing a simple, repeatable selection process;
- Provides merchandising managers with better control over range fulfilment through enhanced visibility and real-time alerting;
- Improved sample management from prototype to final inspection.
- **Order Management**
  - Provides a complete contract and order management solution - capable of delivering the purchase order as the system of record;
  - Multi-level logistics tracking, at season, order, drop or consignment level.
- **Component Management and Kitting**
  - Management of components, fabrics and trims across seasons, categories, and suppliers;
  - Enhanced critical path management merging multiple critical paths into a single sourcing process.
- **Enhanced Configurability**
  - Supports complex organizational models including the ability to source direct to agent and/or direct to factory;
  - Allows users to tune processes and critical paths mid-flight;
  - Supports the company's vocabulary and themes.
- **Improved end user experience**
  - Simplified navigation and one-click process sign-off;
  - Improved look and feel with simplified management screens and intuitive application flow.
- **Dashboards & Business Intelligence**
  - End-user configurable dashboards provide instant access to key data and metrics;
  - Simple business reporting tools allow all users to easily access all information.

Please let us know if you would like a demo, either by calling UK: +44 (0)1372 224400 or US: 866.897.2435, or [e-mail us](#) and we will have a local representative call to schedule an appointment at your convenience.

**Apparel's**  
SOURCING Summit  
August 28, 2007  
Las Vegas, Nevada

Smart and cost-effective sourcing is a significant and complex issue for apparel retailers, brands and manufacturers. In fact, 44% of *Apparel's* subscribers said in a recent survey that it is one of their top three priorities for 2007. *Apparel* magazine will present the results of its first annual **Excellence in Sourcing Study**

at **Apparel's Sourcing Summit at MAGIC** on Tuesday, August 28, 2007 in Las Vegas, Nevada.

The Excellence in Sourcing Study, which was conducted in partnership with leading consulting firm Kurt Salmon Associates (KSA), examines a variety of core benchmarks and statistics related to global sourcing practices. These include methods of buying, sourcing locales, sourcing lead times, volumes, fill rates and inventory turns, vendor performance measurement, purchasing methods, transportation, supply chain visibility, technology and more.

Eqos has sponsored this sourcing summit and study and would like to meet you there.

To register a place, [click here](#). Space is limited.

To arrange a meeting with Eqos, [click here](#).

[Eqos Office Move & New Details](#)

Due to our continued expansion we are moving office in August 2007, but not too far.....just across the cobbled stones of Leatherhead High Street in time for our new financial year FY08. We welcome your next visit to us.

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