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Picture Attached.

Danbru Wire & Cable Can Now Gauge Where Their Business Is, In Real-Time

Fountain Valley, CA – November 18, 2005

Headquartered in Fountain Valley, California, with a second warehouse in San Diego, Danbru Wire & Cable is entering its third decade as the region's number one source for electrical and electronic wire and cable. "Thankfully, we passed by Axiom Software's booth at EDS in Las Vegas five years ago," said Bruce Murphy, President of Danbru Wire and Cable. "If we hadn't, we certainly would not be doing over \$10 million in sales with only 20 employees."

Like many businesses, when Danbru started out in the 1980's everything was done manually. After a few years, they made various attempts at automating systems, only to create solutions that were too slow, incomplete, or difficult to use. The home grown, custom solutions, were expensive, took forever to build, and never provided enough functionality. They tried a pre-packaged solution, which was cost effective but did not work the way they wanted it to.

Finally, with the introduction of Windows, the executives at Danbru started to look for a better software solution; one that could be fully-integrated and was scalable, customizable, and easy to learn and use by everyone in the company. "At this point I was completely gun shy," said Bruce, "we already made a huge investment in our current technology and it was a nightmare. I didn't want another big expense that would end up being an albatross around my neck." They started by evaluating only software specifically developed for distributors including Rubicon™ and Mass 90™, Profit 21™ in addition to 15 other software companies. "Some of these companies were out of their minds...they wanted over \$100,000 for a 15-user system that couldn't even convert from per piece to per foot without a huge additional expense." Bruce added. "Then I learned about EPDS by Axiom Software."

EPDS was the perfect solution, there were no additional modules that needed to be purchased...it was a complete package, reasonably priced, adaptable to the unit of measurement conversion process that we required, a fully integrated account manager, scalable and offered some other great features. "I heard it all before, only to be disappointed or shocked by the hidden costs," said Bruce. "I wanted some guarantees!" Jeffrey Yagoda, President of Axiom Software agreed to my conditions and promised, in writing, that if I was not satisfied I could get a full refund.

The Friday before going live, we emailed Axiom several Microsoft Excel files containing our data. By Saturday morning all of our data was processed and uploaded, via the

internet, to our server. "By Saturday afternoon we checked the data in EPDS against our old system and everything, much to my disbelief, was perfect," said Bruce. "On Sunday, the Axiom software trainer flew to California to begin training on Monday morning and by the afternoon, Danbru's employees were able to place orders, set up shipments, and receive new inventory. The next day our team of sales people were back on the phones entering new client information, emailing quotes, and booking new business. By the third day everyone was able to fully utilize the new software system." Bruce explained, "The system worked perfectly and it offered more than I had originally expected. Where other systems took over 5 weeks to learn before you could use them, with EPDS in less than four days we were experts." Bruce went on to say that with EPDS, our sales immediately increased because his sales people no longer had to shoot from the hip or spend time looking up information. They never had to leave their desk for any information, and within seconds, they could drill down from one screen to the next and everything was right there: PO's, orders, invoices, quotes, current pricing, historical pricing, even when a shipment arrived and who signed for it...all in real time.

Employees no longer had to fill out any activity reports since the president could instantly review everyone's productivity and activities directly in EPDS.

"With EPDS, by Axiom Software, we don't need an IT person, our servers don't crash anymore, and I don't need three full-time people just to handle, what used to be, all the paperwork." said Bruce. "Best of all, in less than 18 months, the software paid for itself and I can present our bank with a balance sheet and P&L statement created by EPDS." "It's technology at its best! It's an amazing system."

Since implementing EPDS almost four and a half years ago, Bruce feels so strongly about this software system that he introduced the product to the members of Edge Marketing Group. Edge is a Houston, TX based marketing group that has 92 members and 147 locations. Bruce has gotten several members involved with Axiom. Many have starting using our software and many more to come on board in 2006. Bruce stated, "This software can provide a platform for all of the members to communicate at the software level to make all of us more productive and profitable."

About Danbru Wire and Cable: Danbru Wire & Cable is entering its third decade as Southern California's number one source for all wire, cable, and networking needs. As a stocking distributor, Danbru Wire and Cable strives to provide its customers with the finest wire and cable solutions for small or large businesses. www.danbru.com

About Axiom Software: Axiom Software, headquartered in New York, is one of the leading developers of custom software and critical enterprise applications for specific industry segments, such as electronic and fastener parts distribution and brokerage. To learn more, please visit www.axiomsw.com