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Pictures Attached.

## **Inductors in the Hall of Fame with the Help of EPDS**

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Headquartered in Irvine, California, Inductors Inc. is the largest stocking, independent distributor of inductive components in the world today. Started with just two people over 15 years ago, selling surplus electronics, today Inductors Inc. is the first company everyone calls for noise reduction filters. "It's an unusual focus, but anybody that manufacturers a device that plugs into the wall or is battery operated needs inductors, such as GPS and cell phone manufacturers," said John Thompson, General Manager of Inductors Inc.

When they first opened their doors, back in 1992, Inductors Inc. used a software package called BrokerNet, to help with basic accounting, inventory and purchasing. In four years, Inductors outgrew BrokerNet's capabilities and after some research, the owners of Inductors decided to change over to BAI, a Pick based system. "Though offering many advantages over BrokerNet, it hobbled us and required nine full-time administrators just to maintain orders," said John. "Also, we couldn't track our customer quotations, which were being hand written on yellow pads." After a frustrating nine years, Inductors finally migrated to Great Plains Software, only to be disappointed because of its limitations. Having wasted thousands of dollars on software packages that didn't live up to all the promises, the executives at Inductors made the decision to take a year to thoroughly evaluate software packages that would enable them to handle their current needs as well as future growth. "We looked at SAP, and, at first, it seemed great. If you could imagine something that you needed to do, it could probably do it," said John. "But the downside was you had to build it from scratch, everything had to be programmed, which would have been enormously expensive and time consuming."

Choosing EPDS, from Axiom Software was not a rash decision especially since we wanted this to be Inductors' final software change. The executives spent over a year doing their research and reviewed various software packages in addition to SAP, including, MAS 200, Prophet 21, The Business Edge as well as 13 other software packages before finally deciding upon Axiom Software's EPDS. "The software offered more for less, Axiom understood our business more than any other software vendor did, and there was good chemistry...they had an understanding that this was a life and death decision for us," said John. As John explained, "With EPDS, it was an out-of-the-box vertical solution for the electronic distribution business." Features that the executives wanted SAP and other software packages to offer, EPDS already had programmed into it. "One of the key determining factors was that over 100 other electronic distributors were already using EPDS, and their ideas were included into software upgrades free of charge," said John. "Being that we didn't want to waste any more money and time on a bad decision, I was nervous as a cat and was ready to pull the plug days before we were supposed to migrate over." The hesitation, as it turned out, was unwarranted. The first day, Inductors was able to book and ship orders without a problem. Within the first three weeks, Inductors was able to do the same amount of business with 10% fewer employees. They were also able to assign multiple sales people to different buyers at any given account, which enabled better penetration and superior account services.

For many companies in the electronic industry, such as Inductors Inc., transitioning to a new business software program can be disruptive and take office personnel away from their duties to learn how to use the new software. Horror stories are not uncommon especially for those companies that purchase software that doesn't include on-site training. Internet-based training, despite being pitched as less expensive and less disruptive because it enables employees to learn at their own pace, often results in substantially longer transition periods and greater disruption. "On a scale between 1 and 10, as it relates to being disruptive, I'd say the experience was a 2," explained John.

After being trained by the people that actually did the installation, everyone, from the workers in the warehouse to the people in the front office, was able to use the software. "If I don't get something or there's a problem, I can pick up the phone and reach someone knowledgeable. I'm not transferred overseas or into a voice -prompt system," added John, "though we rarely ever have to call."

**About Inductors Inc:** Founded in 1992, Inductors is a privately held corporation dedicated to stocking and distributing only inductors. To learn more about Inductors, please visit their website [www.inductor.com](http://www.inductor.com)

**About Axiom Software:** Founded in 1992, 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 fastener and electronic parts distribution. To learn more, please visit [www.axiomsw.com](http://www.axiomsw.com)

