

# Shop9000



## Shop9000 books Record Sales Month with 12 new customers, 532 seats, and \$1.2 million in license sales in May, 2007

Shop 9000 continues to build momentum and market share with Visual Manufacturing Software across Canada with a record - 12 new customer sales, during the month of May. A key ingredient to our success continues to be the strategic investment we make in marketing, sales and professional services training.

New Shop Customers - May	Prov.	Sales Rep	Seats
Unityrig Equip. Inc.	AB	Wiebe, Kerry	12
BarrCana Homes Inc.	AB	Wiebe, Kerry	10
Minicut Int. Inc.	QC	Richardson, Mark	8
Traitement Thermique	QC	Richardson, Mark	4
Olympus	QC	Richardson, Mark	61
Excentrotec	ON	McPhail, Darrin	25
Roll Form Group USA	ON	McPhail, Darrin	15
Skycast	ON	McPhail, Darrin	10
Shred-Tech USA Inc.	ON	McPhail, Darrin	5
FX Displays	ON	Buchan, Ray	10
G.Brandt Meat Packers	ON	Buchan, Ray	15
Cavalier Tool & Mfg.	ON	Buchan, Ray	12
<b>Total Seats</b>			<b>187</b>

## How we did it



### Sales Training

We launched spring promotions and new marketing and sales campaigns with internal sales training to our staff at a Shop Sales Boot Camp, held March 17th - 21st.

### Updated Reference-Based Collateral

Central to our approach in selling VISUAL Manufacturing Software is the use of solid customer references, organized by geographic territory as well as by vertical industry market segment. Visit our website at <http://www.shop9000.com/>.



### World Class Marketing

Over 50 seminars, webinars and customer workshops were delivered across Canada, promoting the VISUAL Manufacturing Software message of a technically leading software package, combined with local support, and a fixed fee/fixed scope 90 day implementation. This combined with the 6.52 release was well received by prospects and customers alike.

## Compliance Program and Promotions

The combination of an active compliance program, with a heavily promoted spring seat sale allowed Shop9000 to capitalize on this.



Jim Heaton presents the Infor Partner of the Year Award to Mark Hughes (Vancouver) and Kerry Wiebe (Alberta)

## Where are we going next?

### Increased Sales and Marketing Coverage:

We have recruited an additional sales rep. to sell the Visual base in Ontario, and an additional Nurture Marketer for our Canadian customer base.

- Vancouver
- Edmonton
- Toronto
- Ottawa
- Montreal

### Increased Use of Microsoft SharePoint:

Shop9000 believes Microsoft Office SharePoint offers our customers a new generation of services to improve collaboration, information management, and business process control. will demonstrate how SharePoint can be used from the very first day of an implementation as an on-line project management portal, through the go live rollout with management dashboards, and the creation of customer facing portals.

In summary Shop9000 is Canada's only national ERP VAR in Canada and remains number one in all rankings in Canada in the VAR channels.

## The question is where do we grow from here?

**Jim Heaton**  
CEO

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### VISUAL Promotions and Compliance Programs to the Base

Number of base customers who purchased in May	38
Number of seats purchased by the customer base	345
<b>Total VISUAL License sales for May</b>	
	<b>\$1.2 Million</b>

### Senior Management Team, systems, process, and infrastructure in place

We have the senior management team and resources in place to support a much, much larger organization and territory than we currently cover.

Senior Management	General Managers
Jim Heaton, CEO	Duncan Macdonald
Philip Landow, President	Ed Michitsch
Blair Nixon, CFO	Louis Rousseau
Jeff Porter, CIO	Trevor Moore

## Shop9000, a national player with full local coverage

Experienced Sales and support staff in all major cities in Canada (Vancouver, Edmonton, Toronto, Ottawa, and Montreal.)

