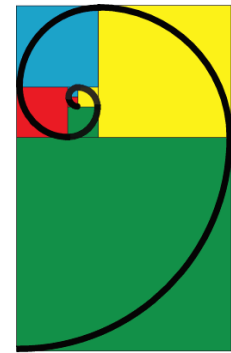


Case Study: Manufacturer Sample File



Customer Profile



- \$486k Revenue
- \$137k in Inventory
- \$78k Net Income
- \$50k in Cash
- 47 inventory items
- \$300k in Net Worth
- 4 assembly items

ePhiphony Incorporated

Reveal your hidden wealth.

- Manufacturer of pool covers
- Using Quickbooks® Premier
- 4 employees

Profit and Loss	Jan 1 - Dec 15, 11
Total Income	\$ 486,526.46
Total COGS	\$ 304,744.41
Gross Profit	\$ 181,782.05
Total Expense	\$ 101,451.17
Net Ordinary Income	\$ 80,330.88
Net Other Income	\$ (2,175.20)
Net Income	\$ 78,155.68

Balance Sheet	Dec 15, 11
ASSETS	
Total Current Assets	\$ 297,838.78
Fixed Assets	\$ 63,853.65
TOTAL ASSETS	\$ 361,692.43
LIABILITIES & EQUITY	
Total Liabilities	\$ 110,263.33
Equity	\$ 251,429.10
TOTAL LIABILITIES & EQUITY	\$ 361,692.43

Phitch OC 9.0 Delivers:

- Significant wealth revealed
- Optimized inventory
- Opportunities to grow identified
- Opportunities to improve highlighted

Benefits of Phitch OC 9.0

- \$46k in wealth revealed
- Opportunity to seize demand variability
- Roughly 33% of items in surplus
- Opportunity to drive out supply variability
- Roughly 61% of items in shortage



Name	Phitch Reorder Point (Units)	Phitch Order Qty -- EPQ (Units)	Phitch Safety Stock -- EPSS (Units)	Demand Variability (%)	Supply Variability (%)	Change In Economic Profit (\$)
1000-MC	1	13	0	97%	3%	\$ 16,676.55
LEED-CL	67	401	26.86	42%	58%	\$ 5,178.02
DRPE	100	1	0	0%	0%	\$ 3,056.13
1500-PM	1	10	0.14	99%	1%	\$ 2,505.60
RORE	100	1	0	0%	0%	\$ 2,262.33
Other Items						\$ 16,771.95
Total						\$ 46,450.58

For more information call 877-TRU-SOUND or visit www.phitch.com