



# MetalTrack Software

With more than 30 years in the business, MetalTrack Software is one of the metal industry's most powerful tools for accelerating sales and boosting profit margins.

## WHY METALTRACK?

MetalTrack steel distribution software is a customizable and flexible system designed for the unique needs of metals service centers and distributors. MetalTrack enables you to streamline and automate processes to help your sales teams become more efficient and close more business, faster. Customizable reporting and in-depth analytics tools help you increase profit margins and gain new insights into your business.

Flexible purchase options make MetalTrack the ideal software for metal distributors of all sizes. License the software for on-site installation, run the software on servers in the Zumasys cloud, or pay per user with MetalTrack software as a service (SaaS).

## KEY BENEFITS

Designed to meet the unique needs of the metal industry, MetalTrack software can help you:

- Boost efficiency of your sales teams, so they can close more business in less time
- Keep your business running around the clock with our 24-hour internet sales and quoting
- Increase profit margins with in-depth inventory and purchasing analysis
- Automate and simplify management of Mill Test Reports (MTRs)

## METALTRACK AT A GLANCE

Created by **Choice Computing** in **1983**

Merged with Zumasys in **2010**

Over the last 30 years, MetalTrack has helped move **millions of tons of steel** around the world

## METALTRACK IN THE CLOUD

- Shift your software and data management to Zumasys and free your technical staff to focus on more strategic initiatives
- Rest assured that your systems are protected and running at peak performance with built-in disaster recovery; redundant, automated backups; and resource monitoring
- Empower your employees to access data anytime, anywhere, from any device — desktops, laptops, thin clients, tablets, and mobile devices.

## METALTRACK SYSTEMS

- Accounting
- Inventory Control
- Sales & Quotation
- Internet Salesman
- Purchasing Support
- Optional Modules

## SYSTEMS OVERVIEW

### ACCOUNTING

Gain insight into your financial data with fully integrated accounting systems that offer automated notifications and processes, customizable reports and dashboards, and simplified management through an easy-to-use interface.

MetalTrack Accounting Systems:

- Accounts Receivable
- Accounts Payable
- General Ledger

### SALES & QUOTATION

Make your sales teams more efficient, generate more sales, and maximize profits on every sale. Streamlined quoting processes help your sales teams complete more calls so they can book more business in less time. The MetalTrack Sales and Quotation System makes it possible to:

- Quickly check previous customer pricing
- Price whole quotes using several multipliers
- Turn quotes into orders
- Integrate buyout purchase orders
- Generate, organize, and immediately print picking lists in the appropriate location.

### INVENTORY MANAGEMENT

The Inventory system is customized to the needs of the metals industry. With MetalTrack Inventory Management you can:

- Track alloys, finishes, shapes, thicknesses, gauges, pressure ratings, and schedules
- Differentiate between foreign, domestic, and approved materials
- Identify specific manufacturers and heat numbers
- Create audit trails for every transaction
- See exactly which open orders can be filled when material is received

The software also makes it easy for you to track turns, balance inventory between branches, and simplify physical inventories and order picking.

### INTERNET SALESMAN

In today's always-on global economy, business doesn't stop after 5 p.m. MetalTrack's Internet Salesman system gives your customers the flexibility to check stock, get pricing, and place quotes and orders 24/7/365. You'll close more deals and free your sales people to focus on complex quotes and more profitable sales.

### PURCHASING SUPPORT

Manage your purchasing to minimize inventory and maximize your margins. In-depth analysis and automated notifications make sure that you're carrying only what you need. Generate requests for quotes, compare pricing from multiple suppliers and track order milestones to make sure the suppliers are staying on track.

### OPTIONAL MODULES

Our optional modules can help you save time and money by automating and simplifying complex and time consuming processes.

- Mill Test Report (MTR): Quickly find stored MTRs based on product, heat, or case number
- Direct Emailing: Send documents (quotes, packing lists, invoices, MTRs, etc.) directly from any desk
- Electronic Data Interchange (EDI): Save time by receiving POs and sending invoices and importing customer quotes immediately using this electronic system
- Warehouse Automation: Eliminate human error and save time by tagging all materials coming in the door and using bar-coding for physical inventories

### A FEW OF OUR CUSTOMERS



## ABOUT ZUMASYS

Zumasys helps companies of every size transition their applications and infrastructure to the cloud so they can focus on their core business instead of running IT. Having led the way in cloud computing for seven years, Zumasys delivers personalized service, world-class reliability, integrated disaster recovery, and the confidence companies need to outsource their systems and applications.