

What's New and What's Coming



30 Years of Innovation

- 1993** | **The Uniform Solution for DOS**
Special Orders, A/R, Multi-Store, AutoFax
- 1996** | Vendor Catalog plus Onsite Selling, Payroll Deduction
- 2001** | **The Uniform Solution for Windows**
Simple, easy to use, edit anything
- 2003** | EDI Ordering plus Employee Time Clock
- 2005** | Advance Ship Notice Receiving (ASN)
- 2007** | Real-time Vendor Stock Reporting
- 2011** | **The Uniform Solution WebStore**
Seamless Intergration, Automatic Image Downloading

- 2014** | **The Uniform Solution + SQL Server**
Scalable & Reliable Enterprise Database
- 2015** | **Mobile App for Apple & Android Devices**
Salesfloor & Owner Dashboard
- 2017** | WebStore on any Device plus Texting
- 2018** | **The Uniform Solution Cloud**
Anywhere Access, Real-time Multi-Store
- 2020** | **UniformPay**
Handles Retail, eCommerce, and mobile payments
- 2024** | **WebStore+**
Modern WebStore Features + Design Services
- 2024** | **The Uniform Solution RM**
Easy Online Reputation Management
- 2025** | **The Uniform Solution Insights**
Industry and Store Performance Benchmarks





The Uniform Solution Roadmap

- What's New
- The Uniform Solution Cloud
- New Products
- What's Next



What's New

2022 - 2024



New Connected Partners

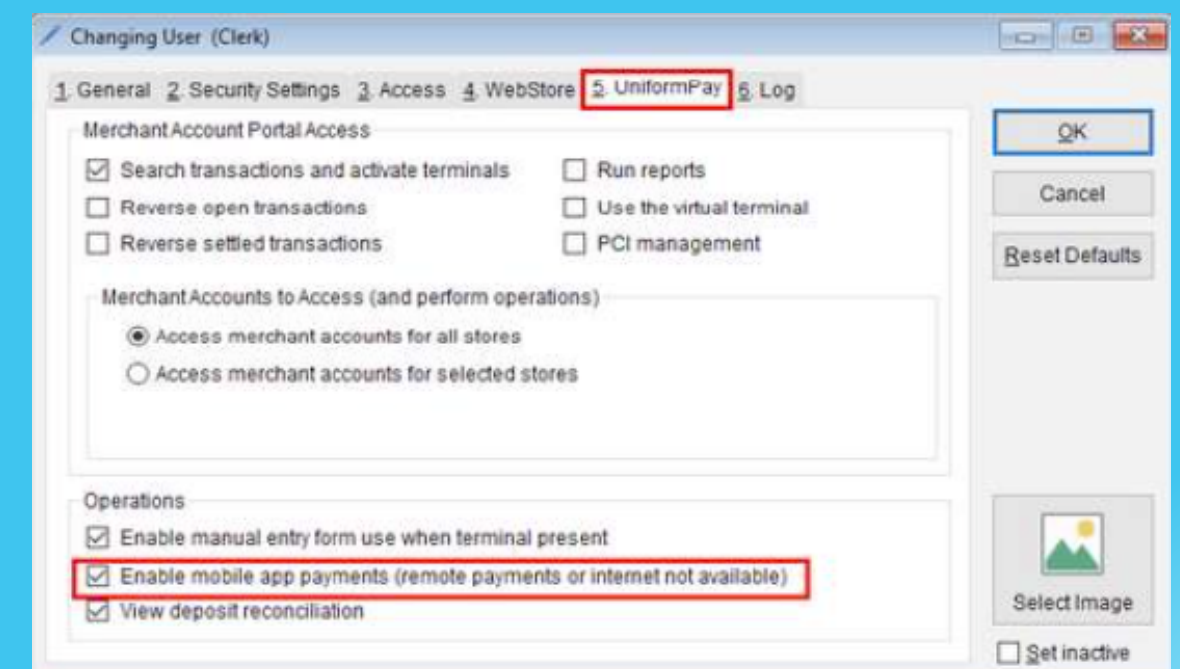
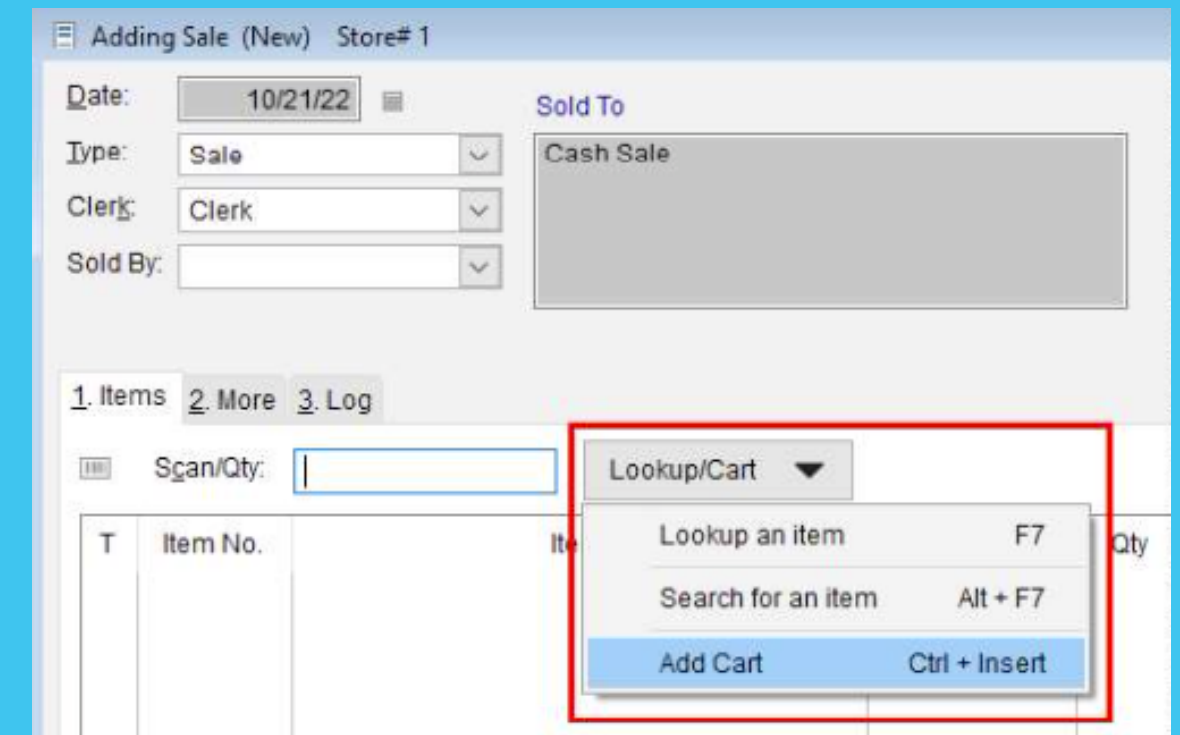
- American Diagnostic (vStock, Images)
- Birkenstock (Images)
- Blauer (vStock, Images)
- Brumate (Images)
- Brooks (Images coming...)
- Clove Brand (Images)
- Fechheimer (vStock, EDI, ASN, Images)
- Jaanuu (vStock, EDI, ASN, Images)
- Medical World (Images)
- Medichic (vStock, EDI, ASN, Images)
- OS1st (Images)
- Parkley Scrubs (Images) .. coming

Mobile App

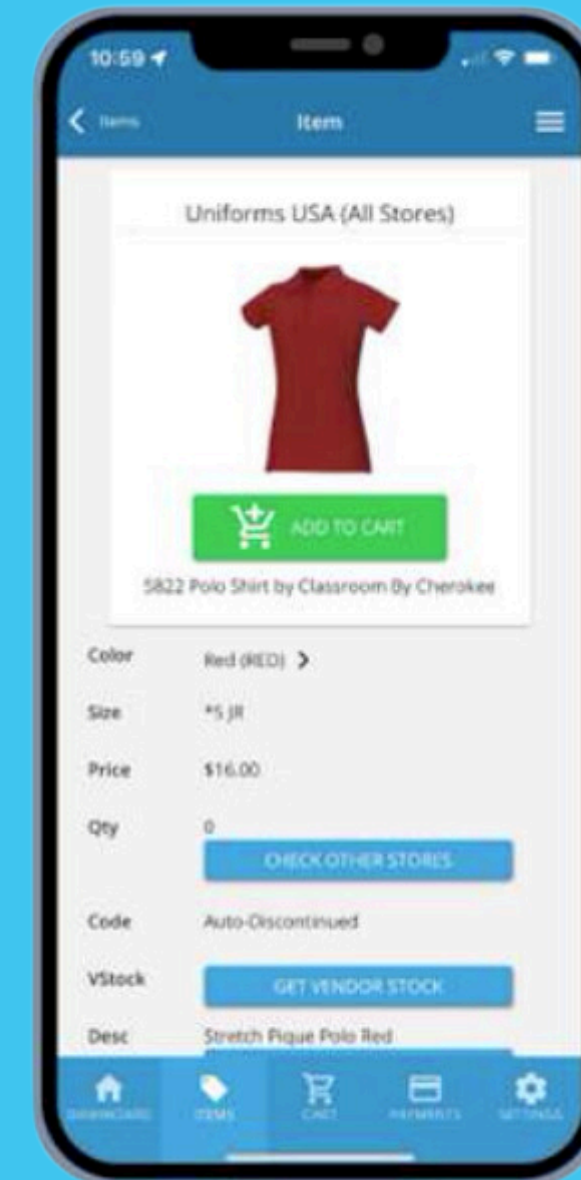
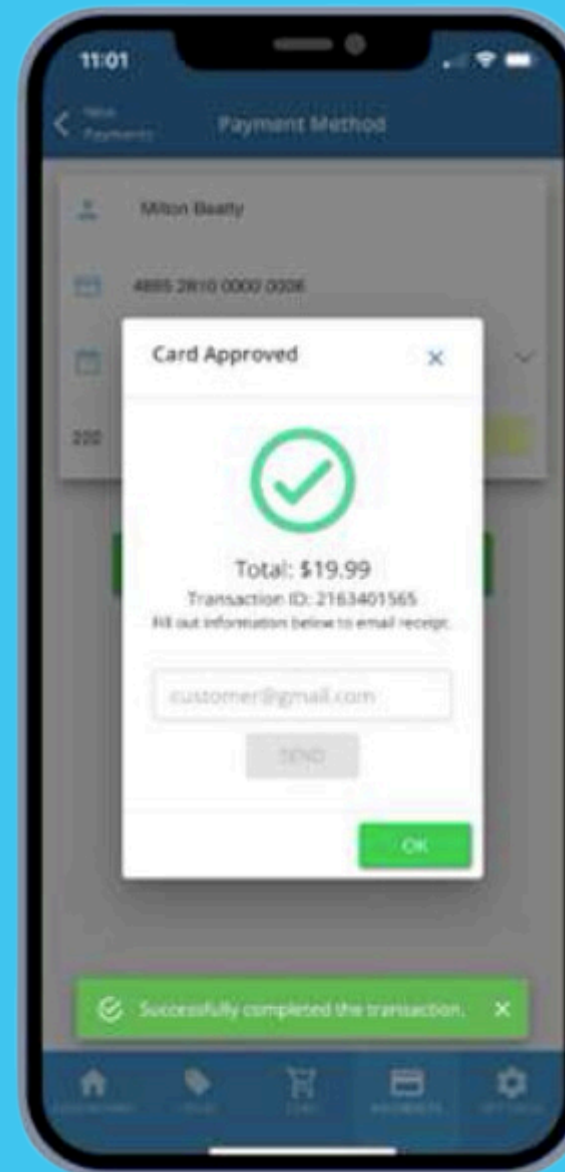
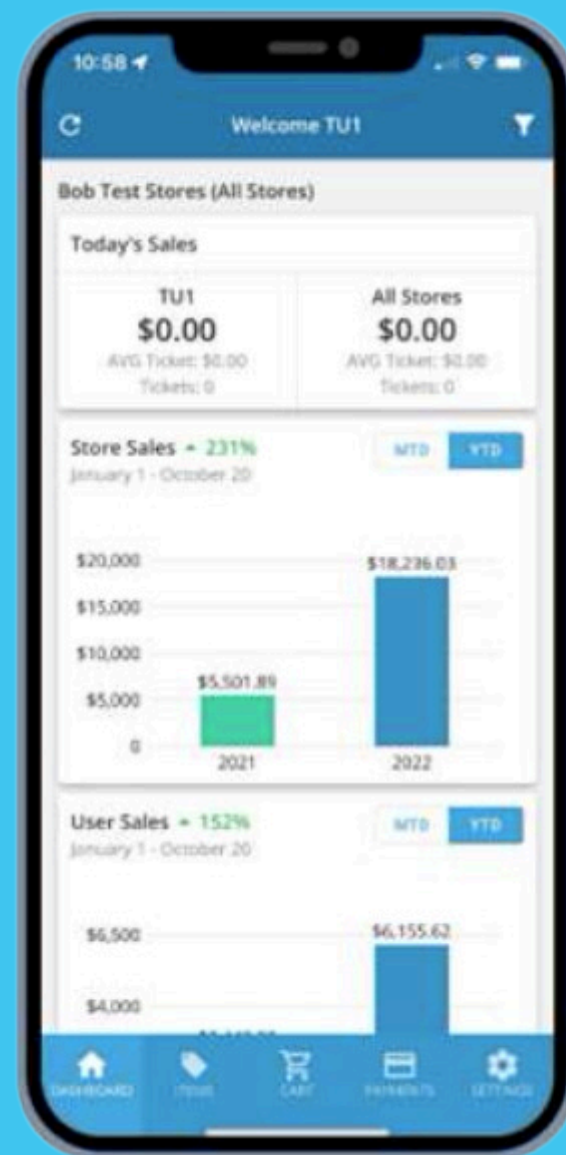
v2

pwa.theuniformsolution.com

- New Dashboard with Classic View option
- Easily Lookup Store and Vendor Stock
- Take Credit Card Payments (Setup > Users > UniformPay Tab)
 - Store Internet down
 - At Remote or off-site locations
 - Returns are not allowed
- Build Line-Busting Carts for Customers

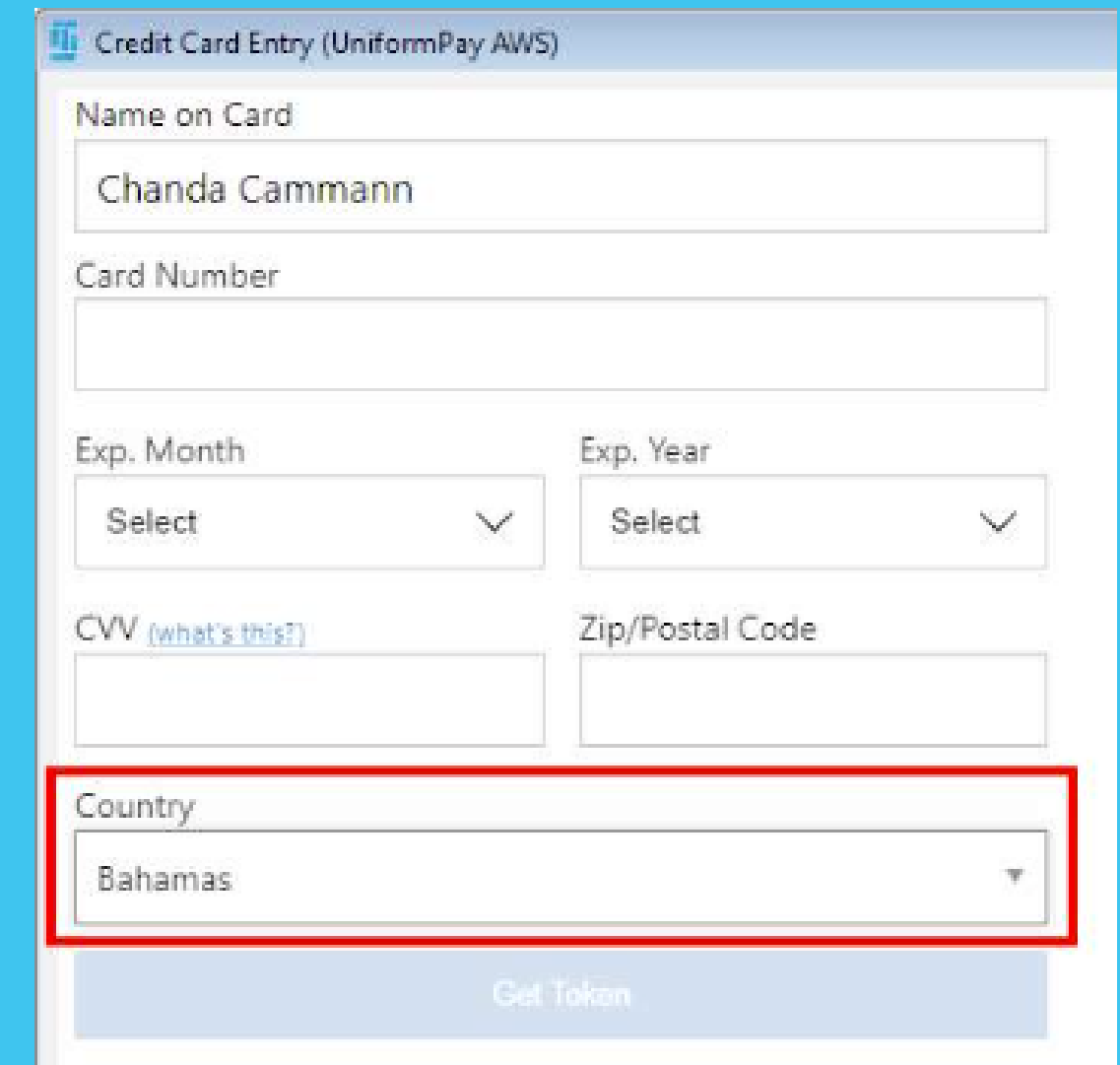


Mobile App v2



POS Enhancements

- Quickly “F12-Text” customers from Sales and Customer Search windows
- CBI vStock will no longer shows “No Contact” on slower responses
- Manual Credit Card Entry handles “Country” selection and is more reliable
- Email validation excludes non-visible characters (from copy/paste) and does not reject a (+) symbol
- Skip printing the Clerk name on receipts for security purposes if needed.
- Store > Messages > Receipt and Invoice Printing Options: Uncheck “Print the clerk name on in-store transactions”
- Enhanced Data Merge makes merging stores easier and more flexible



Credit Card Entry (UniformPay AWS)

Name on Card
Chanda Cammann

Card Number

Exp. Month: Select | Exp. Year: Select

CVV (what's this?): | Zip/Postal Code:

Country: Bahamas

Get Token

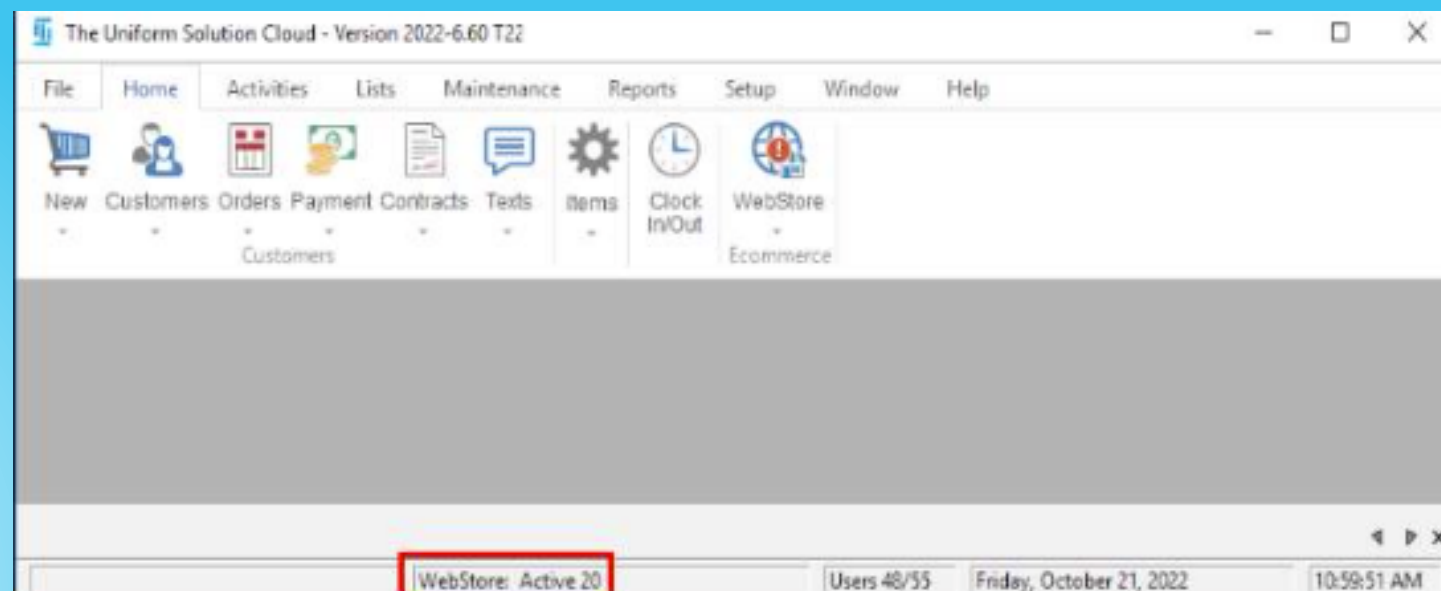


Cloud Platform Enhancements

- Improved Up-time and Reliability
- New monitoring and notifications generate alerts to the Cloud Team to address items before they become an issue
- A more robust maintenance schedule for each client system and our SQL Servers has been continually improved
- Added security layers to protect Shopper Data
- Personally Identifiable Information (PII)
- Virtual Machine Hard-drives are encrypted
- SSL is now required for the WebStore and Mobile App Access
- Windows and 3rdParty Patches applied to all Virtual Machines (VMs) and SQL Servers
- The WebStore and API for the mobile app no longer supports insecure access (Lets Encrypt is Free)

WebStore Enhancements

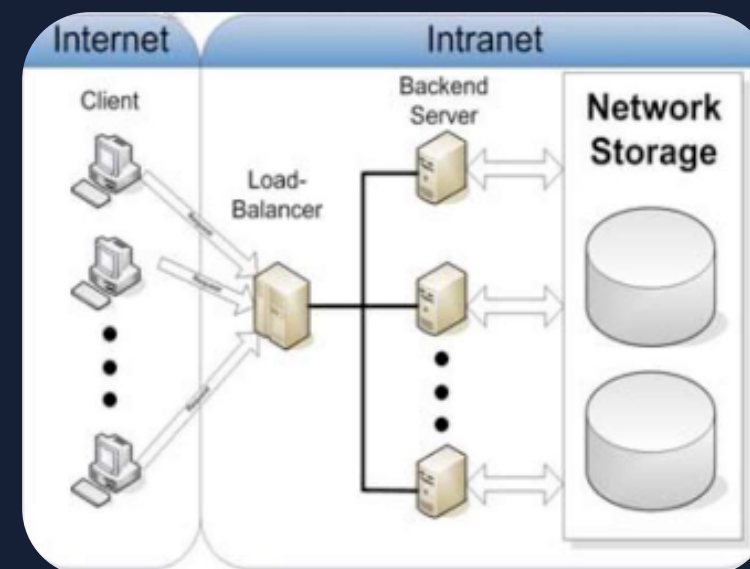
- View Active Shopper Counts
- Improved Address Entry in the Checkout Process
 - Helps reduce mistakes editing 3rd Party Billing Addresses
- Fraud Detection Help
 - Carding Attack Prevention (attempts to guess zip code or cvv addressed)
 - Sales List – The Payment Zip and Shipping Zip mismatches are highlighted
 - Require Payment Zip and Shipping Zip Match (WebStore Configuration)



The screenshot shows the checkout process for 'Diamond Data Systems' (Uniforms for Dallas / Fort Worth). The page is titled 'Checkout Step 4 of 5 - Billing Information'. The order total is \$18.98. There is a 'Redeem a Gift Card' button. Under 'Billing Options', the selected option is 'Bill to Plano Surgery Center Of America (use 3rd Party Billing)'. Other options include 'Use Payroll Deduction from Plano Surgery Center Of America' and 'Pay for the entire order now'. The 'Billing Terms' section shows a spending allowance of 900.00 and an available balance of 582.87. The 'Amount to Bill' is \$18.98. The 'Billing PO Number' field is empty. The 'Shipping Address' is 'Burger Burger, 1300 My Parkway, Richardson, TX 75082'. The '3rd Party/Employer Billing Information' is 'Plano Surgery Center Of America, Park Lane, Plano, TX 75086'. There are 'Previous', 'Next', and 'Cancel' buttons at the bottom.

WebStore Enhancements

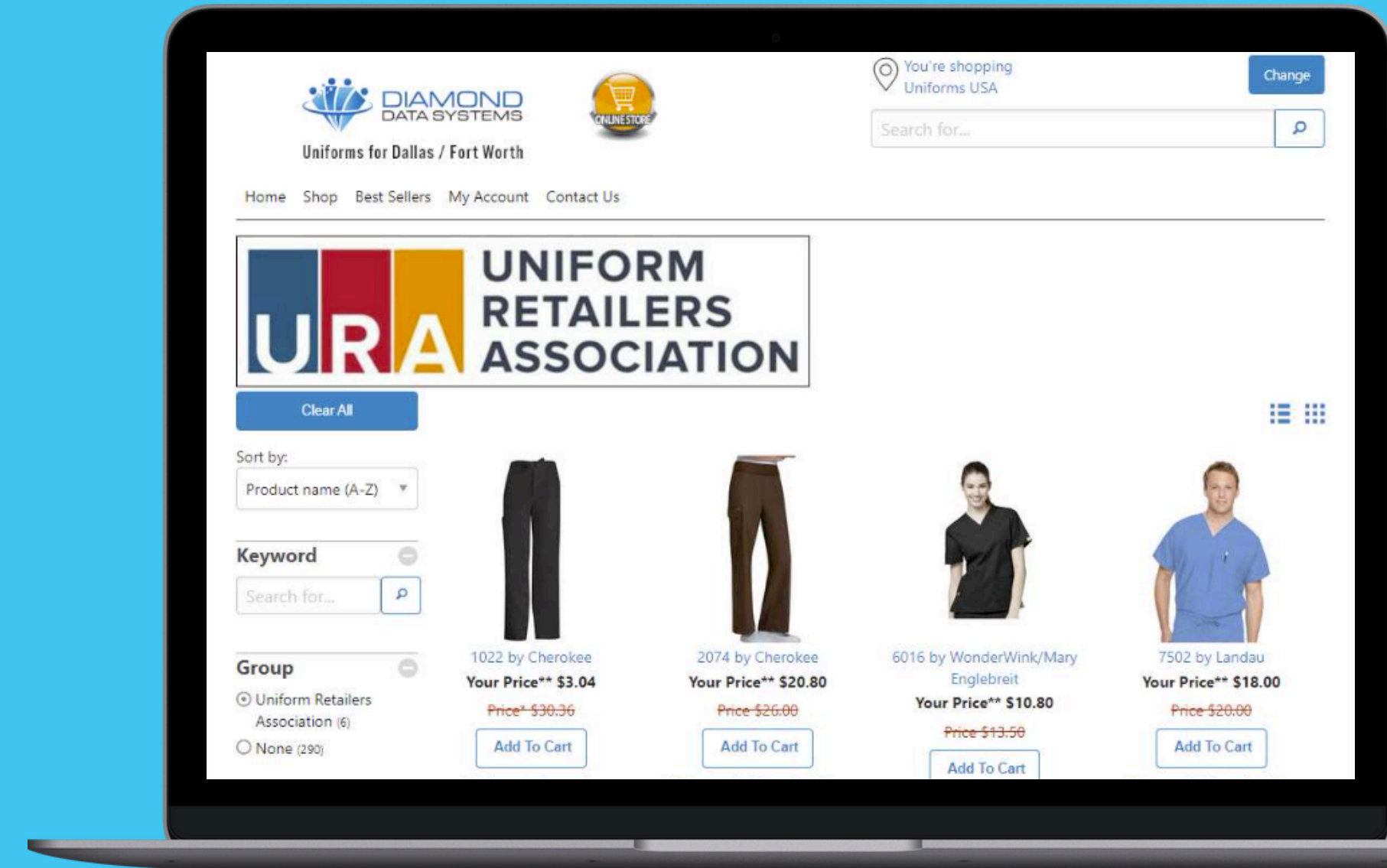
- Support for Google Analytics 4 (GA4)
- Support for multiple Web Servers expands capacity to multiples of 50 concurrent Shoppers
- Reward points are now earned for WebStore "Sales" (however Orders always earned points at Delivery)
- The WebStore and API for the mobile app no longer supports insecure access (Lets Encrypt is Free)



WebStore Group Features

Contract Enhancements

- Show Graphic on Product Pages and Sign-in • Limit Item Selection to Group
- Limit "Pickup" Stores to a Store for the Customer or a Contract



WebStore Coupons

Coupon Options (Setup > Coupons)

- Valid for a Range of Dates
- Can limit to one use per customer
- Discount by a Percent or Amount
- Require a Minimum Amount

Easy to Enter during Checkout

Changing Coupon (Christmas - Spend \$50 Save)

1. General 2. More

Name: Christmas - Spend \$50 Save

Code: CHRIST20 Can be used by each customer once

Start Date: 1/01/22

End Date: 12/31/22

Discount: Percent Amount

Percent: .20 (.01 to .99) Active (All options only shown for GLS:Testi)
 All Retail WebStore

Minimum Sub-Total: 50.00

Apply to items with no-discount allowed

Apply to Contract Items: Yes

Coupon Stores: 1-3 (Numbers separated by commas. For example 1,3-5)

Set Inactive

OK Cancel



The Uniform Solution Cloud

Desktop Version end-of-life December 2025



The Uniform Solution Cloud

Key Features

- Access The Uniform Solution from Anywhere (PC or Browser)
- Same User Interface as Desktop (nothing to learn)
- Multi-Store Operations Always Up-to-Date (no batching)
- Create and Edit transactions from any Store (with Security Access)
- Automatic Backups and Software Updates
- Supports Batching for On-site Sales

Who is on the Cloud today?

- 64% of all customers and locations

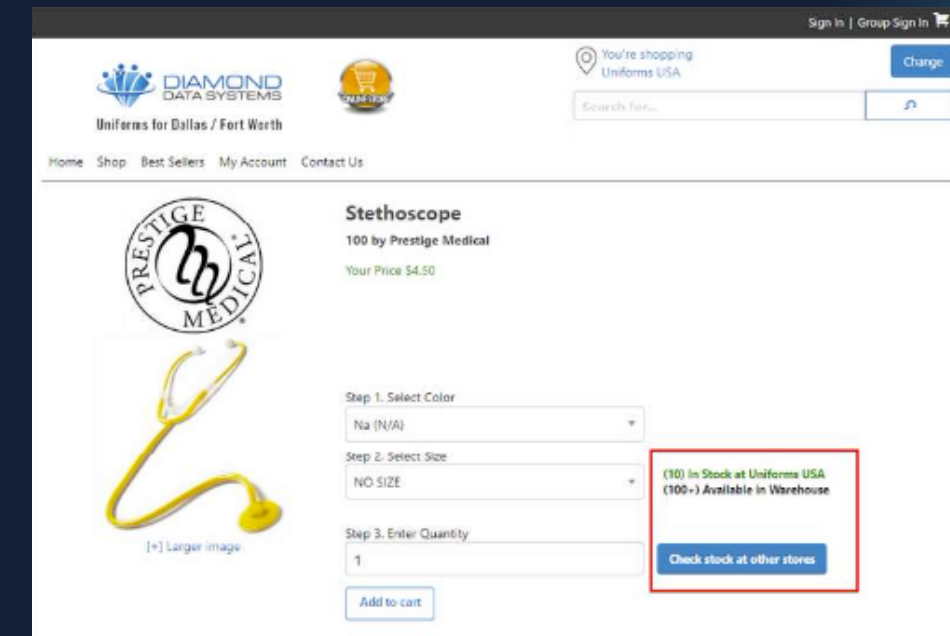
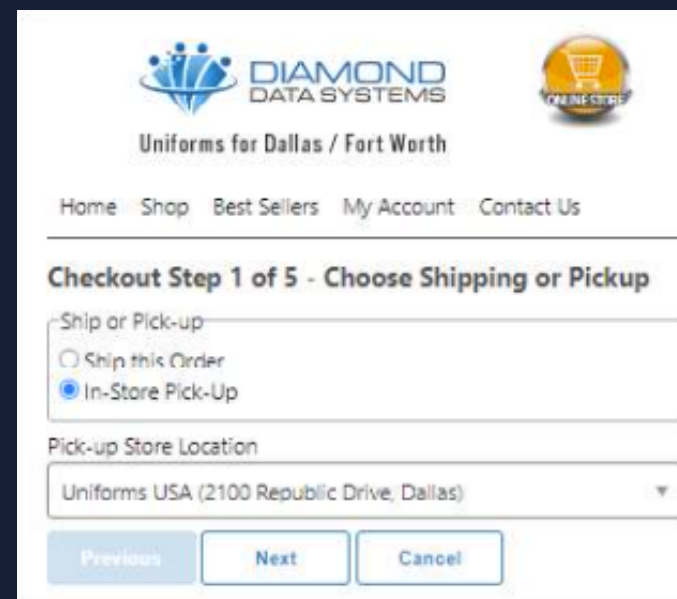
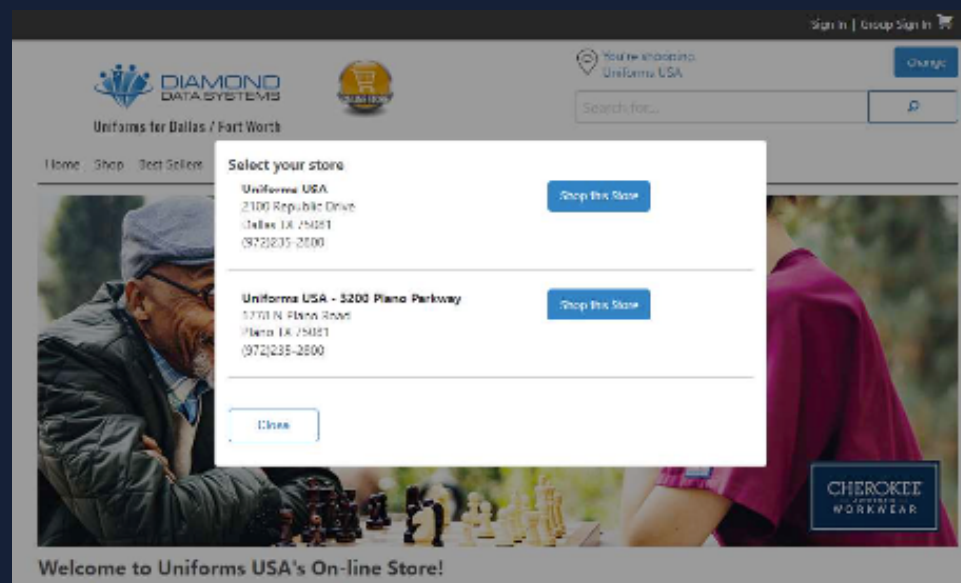
Desktop End-of-Life

- Migrations expected to be complete by October 2025



Cloud WebStore Features over Desktop

- Shop by Store and Store Pickup (Payments and Invoices by Store)
- Stock by Store and View Stock at Other Locations
- Assign "Ship To" Orders to the "Shop Store"
- Assign Customer and Contract Orders to a preferred Store



Migrating from Desktop to Cloud

- Schedule your Migration Date on a day that works best for you (now until October 2025)
- A Support Team member will guide you through the process before and after migration is complete
- For single store owners, there is nothing new to learn
- For multi-store owners, you'll set the stores and activities you want your users to access

Changing User (Clerk)

1. General 2. Security Settings 3. Access 4. WebStore 5. UniformPay 6. Log

Store and Activity Access

All stores and activities

Selected stores for all activities

Specify stores for each activity

Local Stores that can be selected in Toolbar: 1,2

Numbers separated by commas. Example 1,3-5

Activities I Activities II Activities III *Remote Stores are Excluded Automatically

Create and edit sales entry transactions for these stores*

All Selected None 1,2

Create and edit purchase orders for these stores*

All Selected None

Create and edit payments for these stores*

All Selected None

Numbers separated by commas. For example 1,3-5

OK

Cancel

Reset Defaults

*click for options

Set inactive

Store locations that don't Batch can be merged to the primary location. These are done at a separate time.

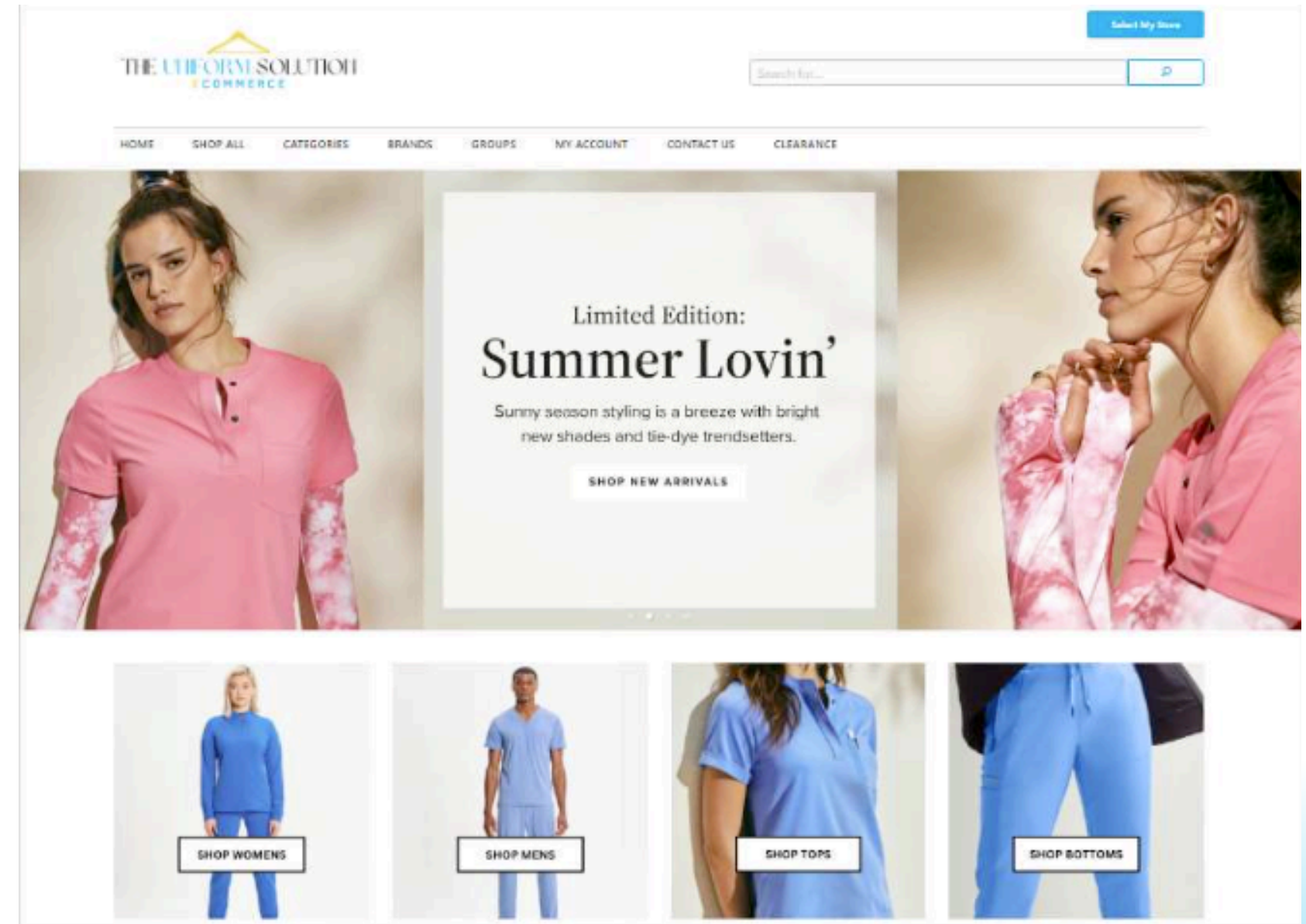


New Products

2024

WebStore+

- New Features and Design Assistance Provide a
- More Modern Look and Feel
- Slider Option on Content Pages
- Color Options for Header Bar, Menu, and Fonts
- Sticky Menu @ Top of Page
- Choose from several pre-designed templates ready for a quick release!
- Includes Website and Page Design Assistance
- Pricing \$175/month
- (Requires TUS Cloud and UniformPay)



Reputation Management

The Uniform Solution Reputation Management (TUSRM)

- **What is it?**
 - A super easy to use tool to manage and improve your on-line reputation
- **Why do you need it? Think...**
 - Google, Facebook, SuperPages, and Yelp reviews that affect your business's reputation
 - Search Engine rankings that affect your online visibility
- **What can it help you do?**
 - Outrank your local competitors, increase positive reviews, and
 - Respond to reviews individually or in bulk with AI tools
 - Get notified when a review of your business is posted on any site so you respond
 - See your businesses visibility scores compared to your local competition
 - Monitor, optimize, and update social accounts at scale, and learn how social impacts your SEO and brand visibility
- **Pricing per Location**
 - \$99/month
 - Discounts for 3 or more locations
 - Requires The Uniform Solution Cloud and UniformPay



What's Next

Coming Features

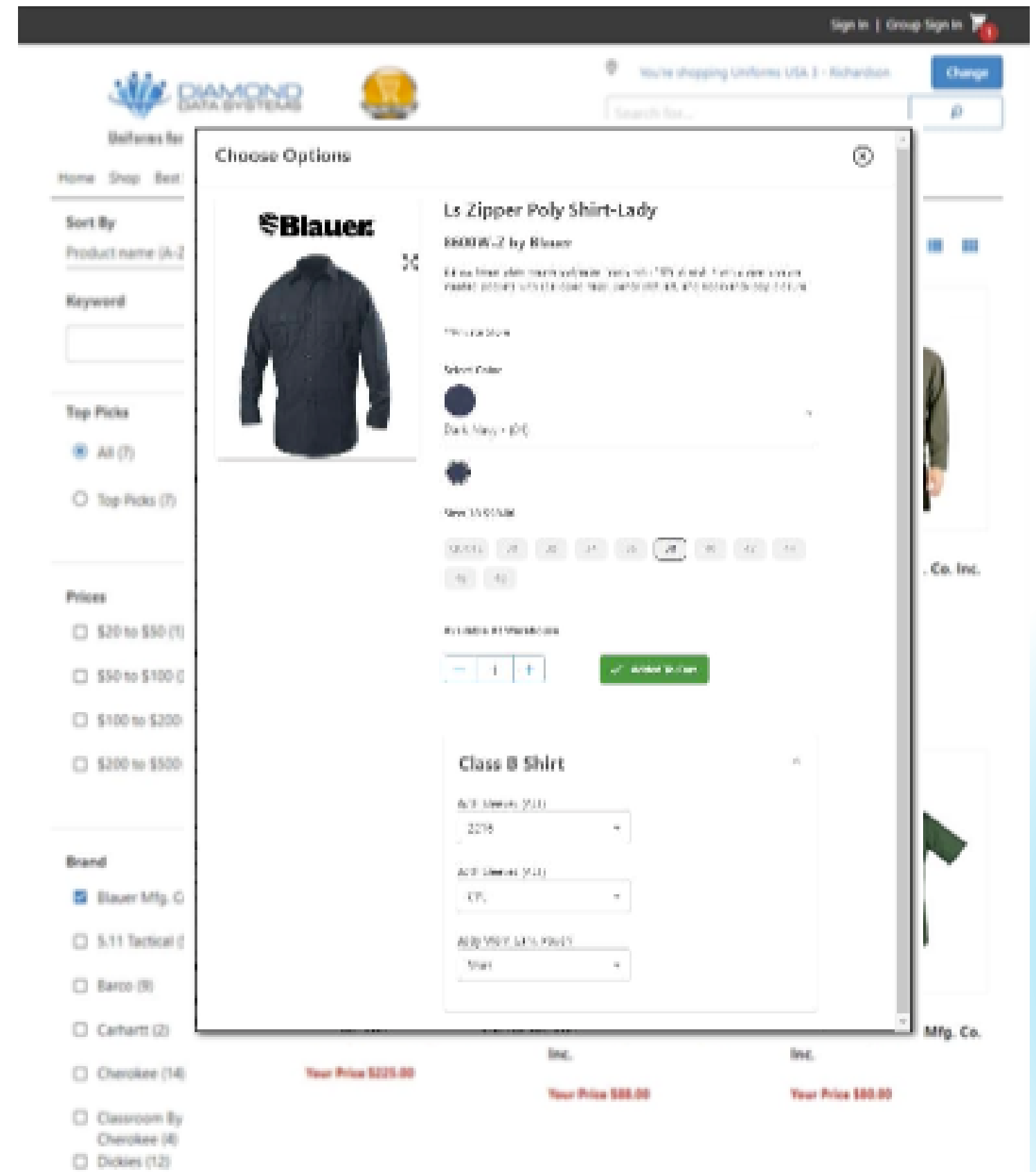
WebStore UI Enhancements

New Product Page Layout

- Three column display has a modern and clean layout
- Mimics the best eCommerce sites

New Quick-Add “Pop-up” Window

- Quickly view and add Items to Cart
- Select an Item and only a “pop-up” is displayed
- Work Order Entry for Contract Items is below the item
- Multiple Add-to-Cart ability
- Shopper returns to the same spot on the Product Page instantly – no reloading the page or losing your position



Technical Investments

Clarion 11 Runtime

- The latest and most reliable version of Clarion
- Has the latest bug fixes and security patches

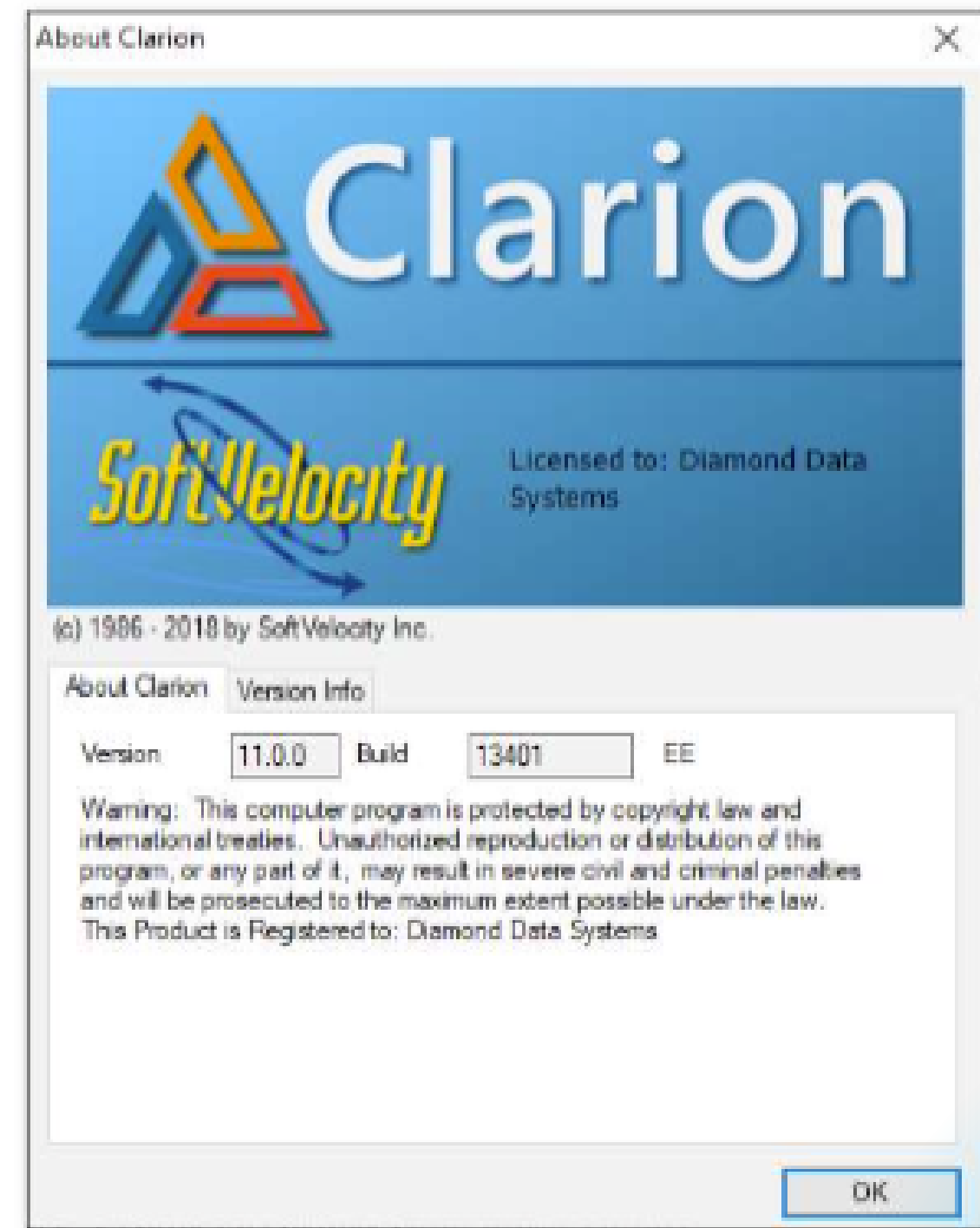
Automated Build Server

- Faster Quality Assurance Testing of Releases

Faster Cloud Updates

- Easily Push Updates and Hot Fixes to all

Cloud Systems SQL Server 2022 support



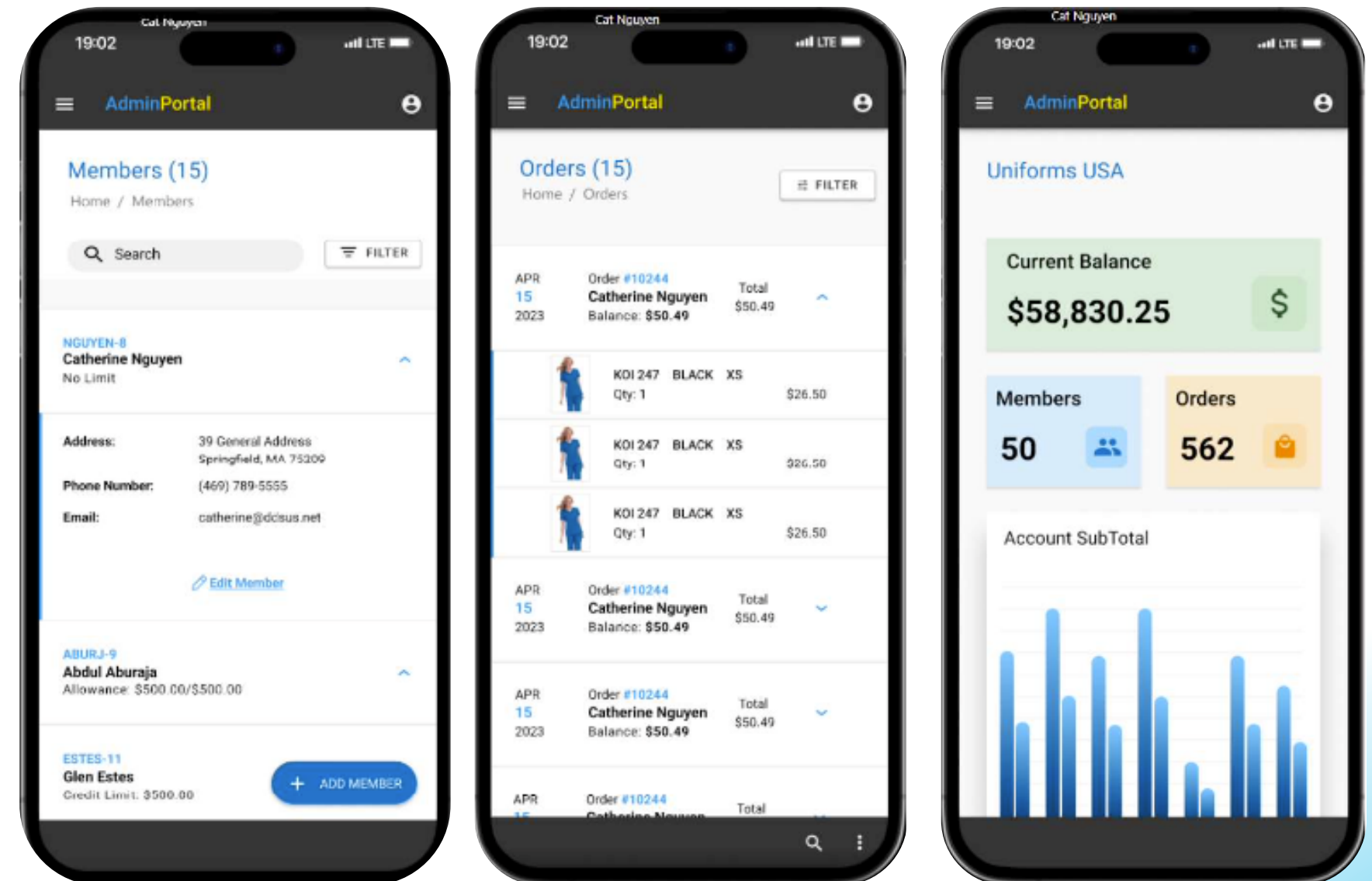
WebStore Admin Portal (Group Account Administration)

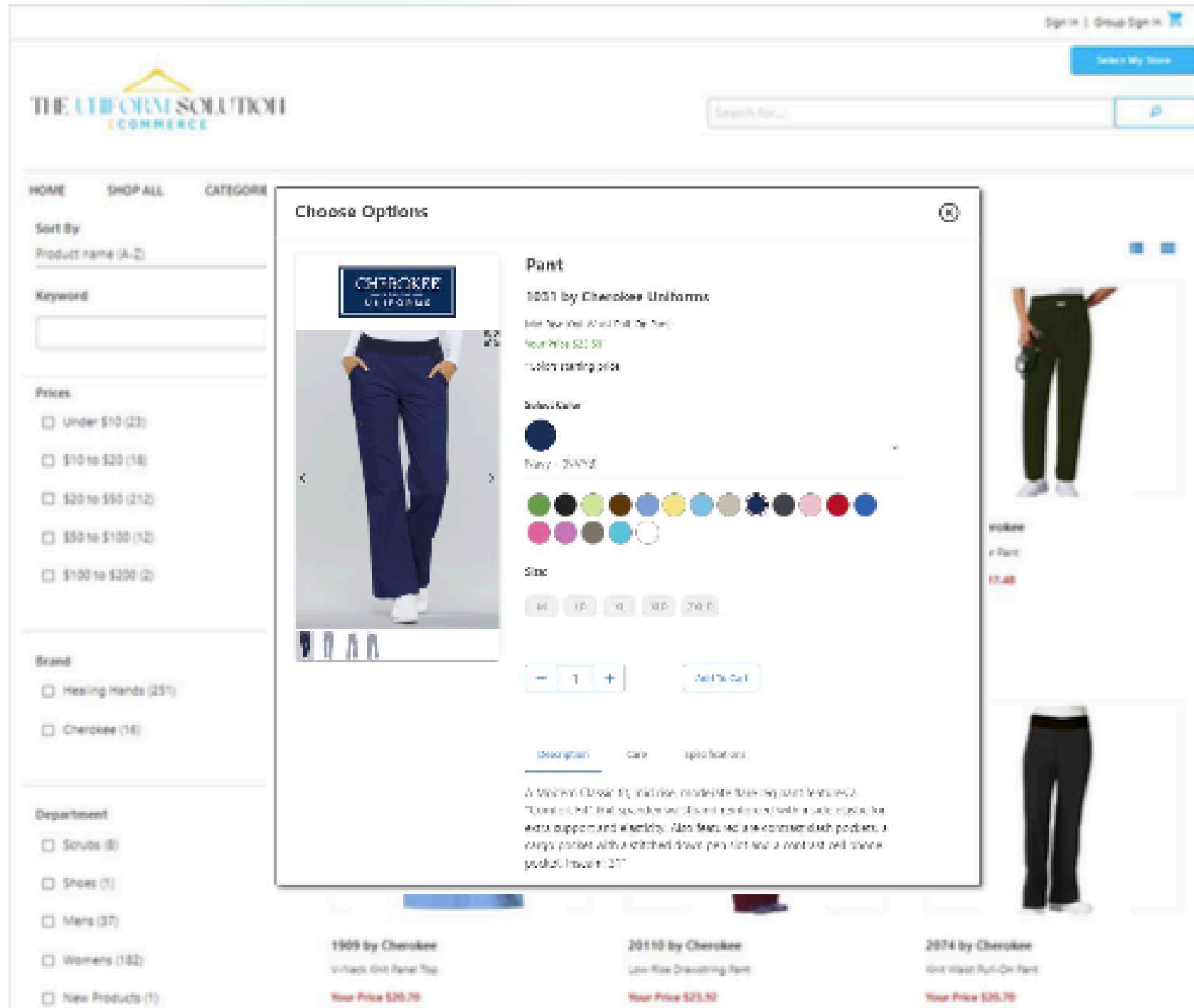
- Admins for Groups Sign-in and see their Dashboard

Easily Manage Sub-Accounts

- Setup Allowance and Credit Restrictions
- Approve Orders (v2)
- Create Orders (v3)

Pay Invoices and Account Balance (v3)





All SQL WebStore

- Zero load-time on Startup
- Improved Speed
- Handles 1000's of Contracts
- Uses a new Modern UI for core functionality



What's Next

Coming Products



TUSi The Uniform Solution Insights

Insights into Industry and Store Performance

Industry Benchmark highlights are delivered weekly to your inbox

- All Cloud clients start receiving a free Industry Benchmarks email on Monday – October 28, 2024

Store Benchmarks with Reporting Portal coming in 2025

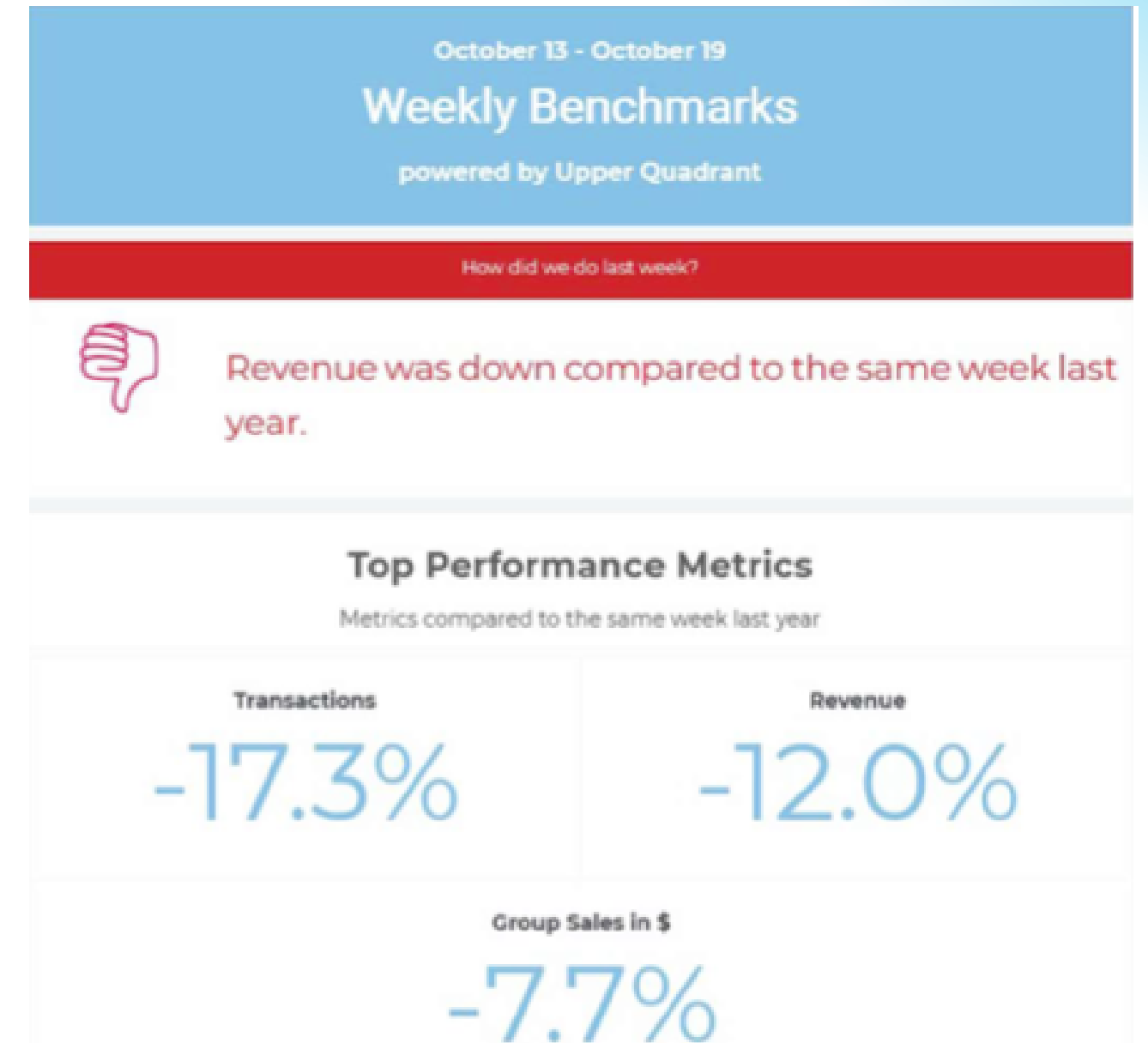
- Comparisons by Day, Week, Month, Quarter, Year
- Top Performance Metrics (Store vs Industry)
- Revenue and Transactions with breakouts by Store, Groups, Online transactions • Customer Benchmarks
- New and Returning Customers, Days between Transactions, Email Capture rate • Shop Performance Metrics
- Average Transaction Value, Units per Trans, Returns % Revenue

Coming Features

- Best Sellers (Store vs. Industry)

Estimated Pricing

- Less than \$50/month/store (Requires TUS Cloud and UniformPay)





The Uniform Solution

eCOMMERCE+

Modern and Robust eCommerce

Version 1 Q4 2025)

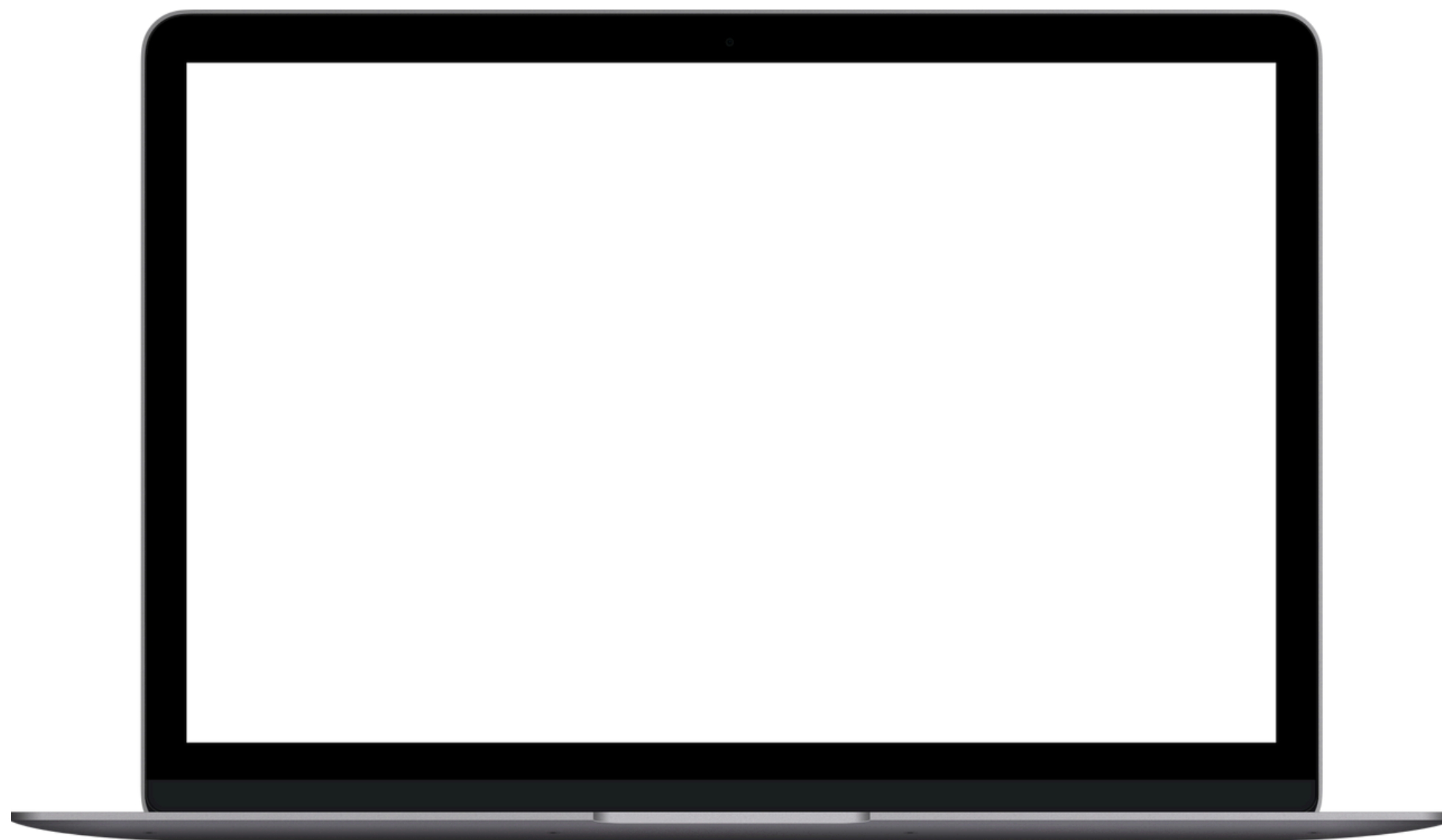
- Choose a modern theme, menu design, colors, and fonts
- Layout pages in the TUSE Designer
- Automatically syncs all products with pricing, customers, sales, and orders in POS.
- Select the styles/products to be listed in TUSE

Version 2 (2026)

- Enhanced search and filtering on brands/collections, gender, primary category (apparel, shoes, accessory), contract departments, and more...
- Group Buying and Real-time Billing
- Shipping integration (Ship Station or similar)



**Thank
you!**





Limited Edition:
Summer Lovin'

Sunny season styling is a breeze with bright new shades and tie-dye trendsetters.

[SHOP NEW ARRIVALS](#)

