

Epicor Channel Enablement

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Agenda

Who is Seagull Scientific

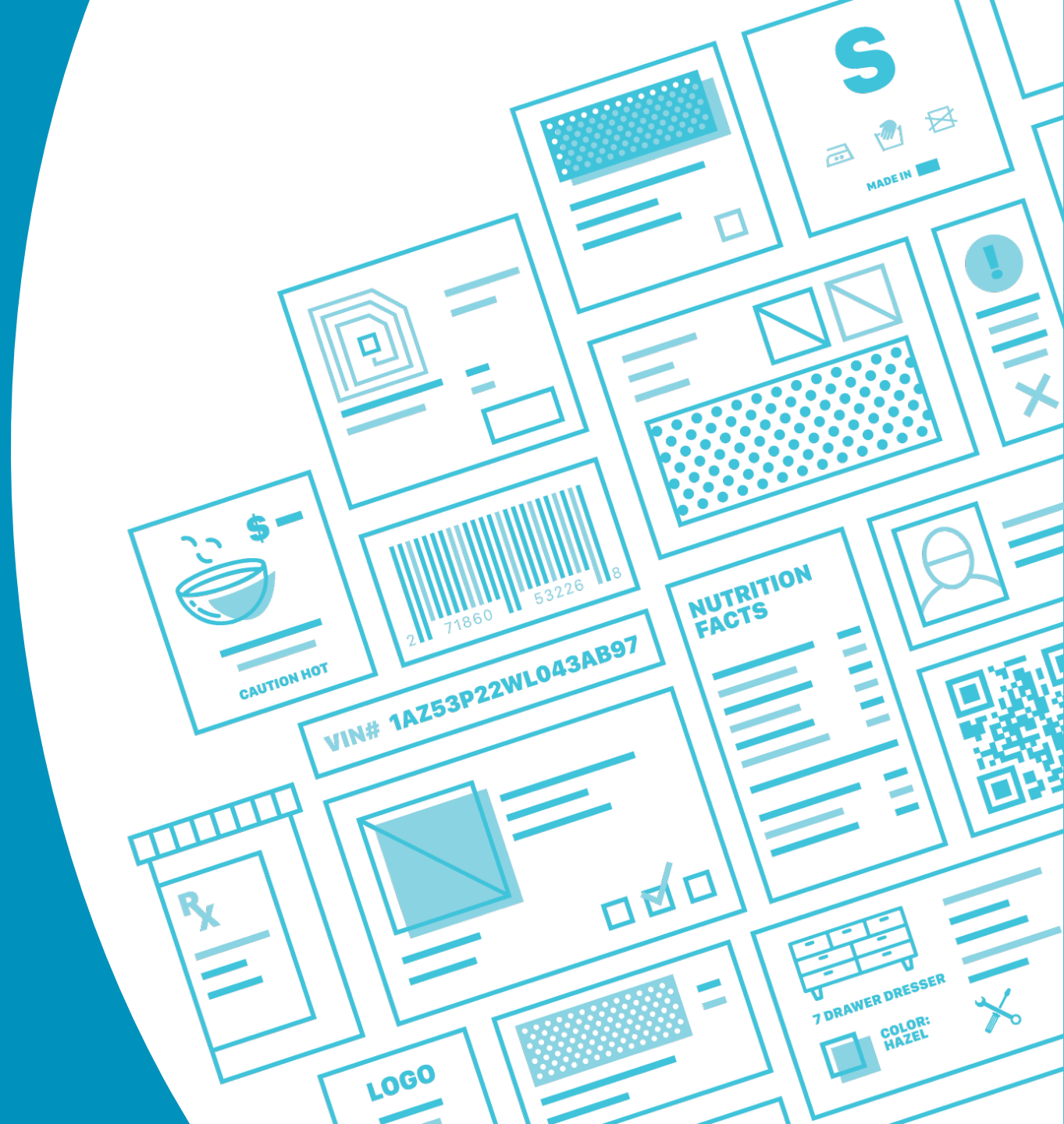
Why BarTender?

Automation & Enterprise Editions – High Level Differences

Label Printer Consideration/Seagull Print Drivers

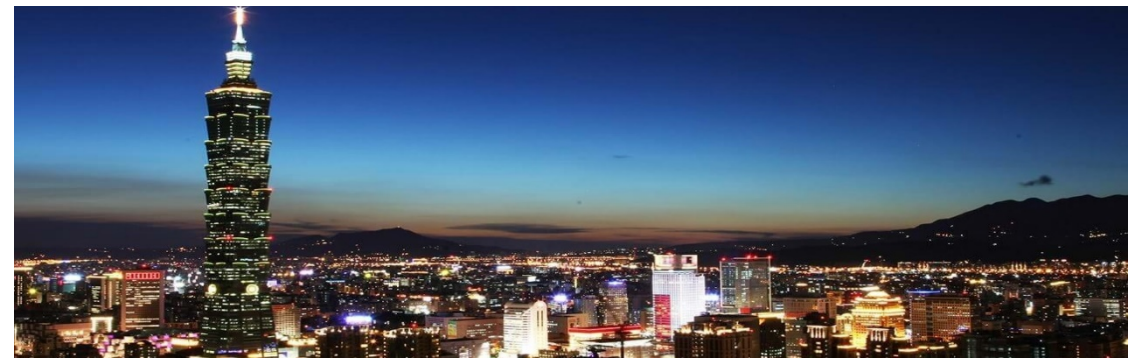
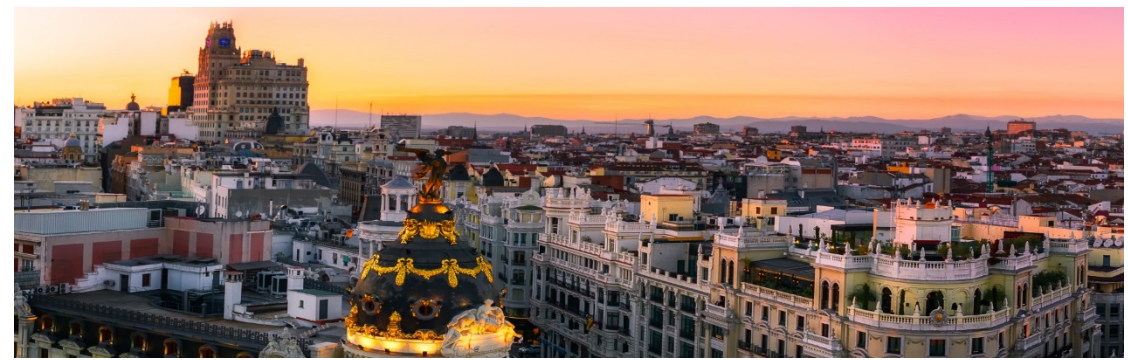
Software Maintenance Levels & Technical Support

Q & A



About Seagull Scientific

- ▶ Founded in 1985
 - ▶ Originally focused on barcode reading equipment for PCs
- ▶ Today, singularly focused on labeling
 - ▶ BarTender software
 - ▶ Drivers by Seagull Scientific
- ▶ Global Support Centers in:
 - ▶ Bellevue, WA (Global HQ)
 - ▶ Madrid, Spain
 - ▶ Taipei, Taiwan
 - ▶ Tokyo, Japan





 **BarTender**[®]
BY SEAGULL SCIENTIFIC

The world's most trusted software for labels, barcodes, RFID tags, plastic cards and more

#1 Global Label Management Solution

Why BarTender?

- ▶ **Easy** to use – no programmer
- ▶ **Global Sales and Support**
- ▶ **#1 Gartner** customer recommended*
- ▶ 25 of the **Gartner Supply Chain Top 25** use BarTender
- ▶ **All the Gartner Healthcare Supply Chain Top 25** use BarTender



* Gartner 2019 and 2020 and 2021 Customer Surveys

A unified solution for any industry



Automotive

Consistent and accurate labeling for component-driven manufacturing. AIAG and GM 1724 labeling standards and rules are built-in.



Manufacturing

Accurate and secure labeling for discrete and process manufacturing. Tracking, security and compliance.



Building Supply

Simple solutions for compliance with traceability regulations.



Retail

Barcode and RFID solutions that enable rapid replenishment and inventory tracking, and omnichannel, BOPIS and Click and Collect models.



Distribution

Enterprise labeling for end-to-end supply chain interoperability.



Supply Chain

Enterprise labeling enables the transparent, interoperable supply chain.

Labels you can easily create using BarTender...

- ▶ Pharmaceutical
- ▶ Supply Chain
- ▶ Retail
- ▶ Medical
- ▶ Food & Beverage
- ▶ Chemical
- ▶ Transportation
- ▶ And much more !!

HEALTH HAZARD 4 Deadly 3 Extreme danger 2 Hazardous 1 Slightly hazardous 0 Normal material SPECIFIC HAZARD ACID-Acid ALK-Alkali COR-Corrosive OXY-Oxidizer P-Polymerization R-Radioactive W-Use No Water CHEMICAL NAME _____ MSDS # _____		FIRE HAZARD Flash Points 4 Below 73° F 3 Below 100° F 2 Above 100° F not exceeding 200° F 1 Above 200° F 0 Will not burn Reactivity 4 May detonate 3 Shock & heat 2 Violent chemical change 1 Unstable if heated 0 Stable
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Nutrition Facts	
8 servings per container	
Serving size	2/3 cup (55g)
Amount per serving	
Calories	230
% Daily Value*	
Total Fat 8g	10%
Saturated Fat 1g	5%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 160mg	7%
Total Carbohydrate 37g	13%
Dietary Fiber 4g	14%
Total Sugars 12g	
Includes 10g Added Sugars	20%
Protein 3g	
Vitamin D 2mcg	10%
Calcium 260mg	20%
Iron 8mg	45%
Potassium 235mg	6%
*The % Daily Value tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.	
Source of labels: U.S. Food and Drug Administration	

LOGO	From: Company Name Address City
	To: Company Name Address City
Order nr.: 00000/2017	
Ref number:	Lot number:
Item nr.: 00000/2017	
Delivery instruction: Leave with receptionist	

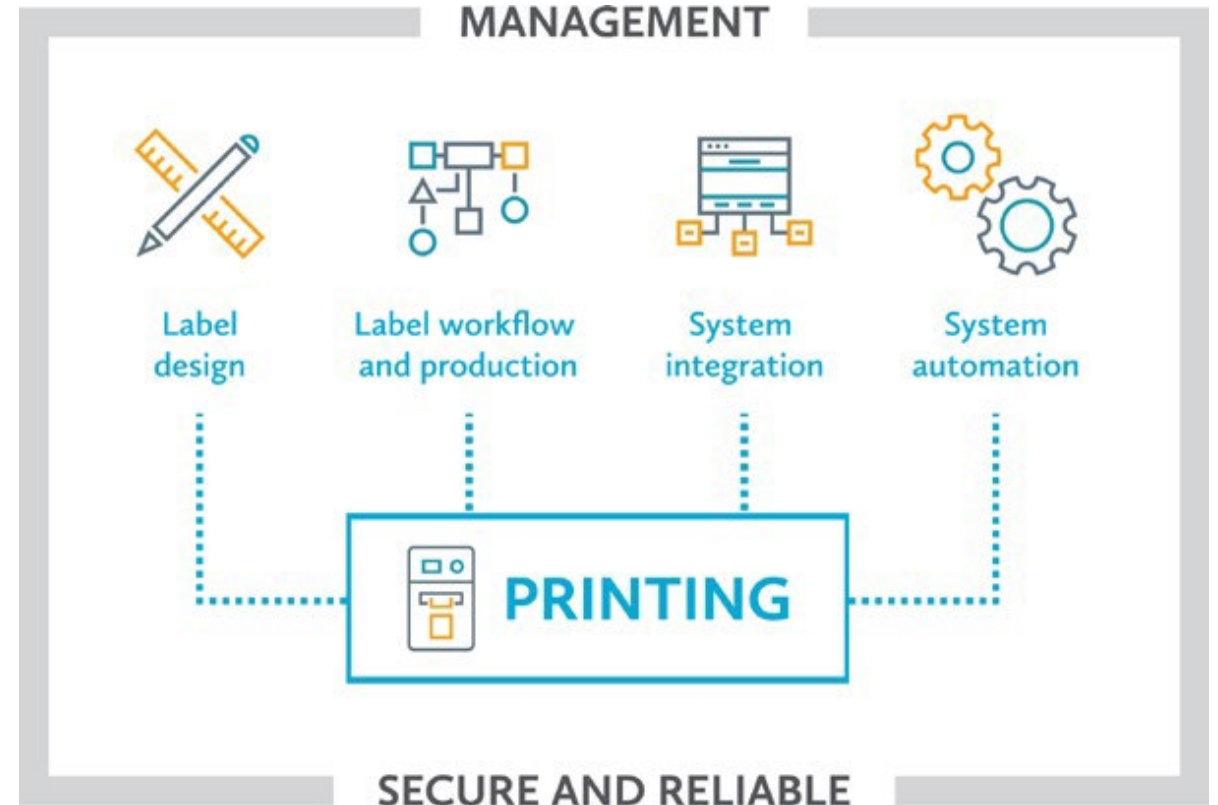
UDI		(01)00884838047693(21)XX01234567
REF	989605386721	SVC HW A.1
	2014-03-13	
SN		XX01234567
Made in USA of Domestic and Foreign Components Label PN 453561824762		

5 mL Multiple Dose Vial Rx only	
	RESOURCE LABEL GROUP NATIONAL REACH. LOCAL TOUCH. resourcelabel.com
MEDICAL INJECTION 10 mg/mL For IV use only Rx only	

			PRECAUTIONS Corrosive. Causes severe eye and skin burns. Do not breathe gas, fumes, vapor and spray. Avoid contact with skin and eyes. Wear suitable protective clothing, gloves and eye and/or face protection.
SANOKLOR Industrial applications: Industrial Biocide	First Aid Eye contact: Immediately flush eyes with running water for at least 15 minutes. Remove contact lenses, if available and do not remove contact lenses, if removal may cause irritation or damage. Seek immediate medical attention.	Skin contact Wash the entire body with soap and water. Remove contaminated clothing and shoes. Wash thoroughly before reuse. Do not reuse clothing.	Inhalation After the victim has inhaled, a mild irritation may occur. Seek immediate medical attention.
UN NUMBER: 1791 Proper shipping name: CORROSIVE LIQUID N.O.S.	Flourishing Do not breathe vapors. Use appropriate respiratory protection for emergency response.	Ingestion Seek immediate medical attention. Do not induce vomiting.	Spills Prevent entry into sewers, stormwater or confined spaces. Do not handle with acid. Use proper spill cleanup techniques if it is in accordance with local regulations.
Packaging Group: I Manufacture Date: Expiry Date: Batch: Net Contents: 25 LITRES		NFPA 704 HEALTH 2 REACTIVITY 1 FLAMMABILITY 0 SPECIFIC HAZARD 0 1 - MINIMAL 2 - MODERATE 3 - SEVERE 4 - EXTREME	RECOMMENDED PROTECTIVE CLOTHING EQUIPMENT
Address: Kevali Chemicals Group, 99 Rivonia Road, Sandton, Gauteng, SOUTH AFRICA Telephone: +27 11 328 9019 Emergency contact: +27 83 415 9165			

Benefits of a Centralized Labeling System

- ▶ Reduce IT Costs and Challenges
- ▶ Intuitive, Very User Friendly
- ▶ Reduce Label Errors
- ▶ Standardization within the Company
- ▶ Global Change Management
- ▶ Simplified Compliance to meet ever changing Labeling Specifications

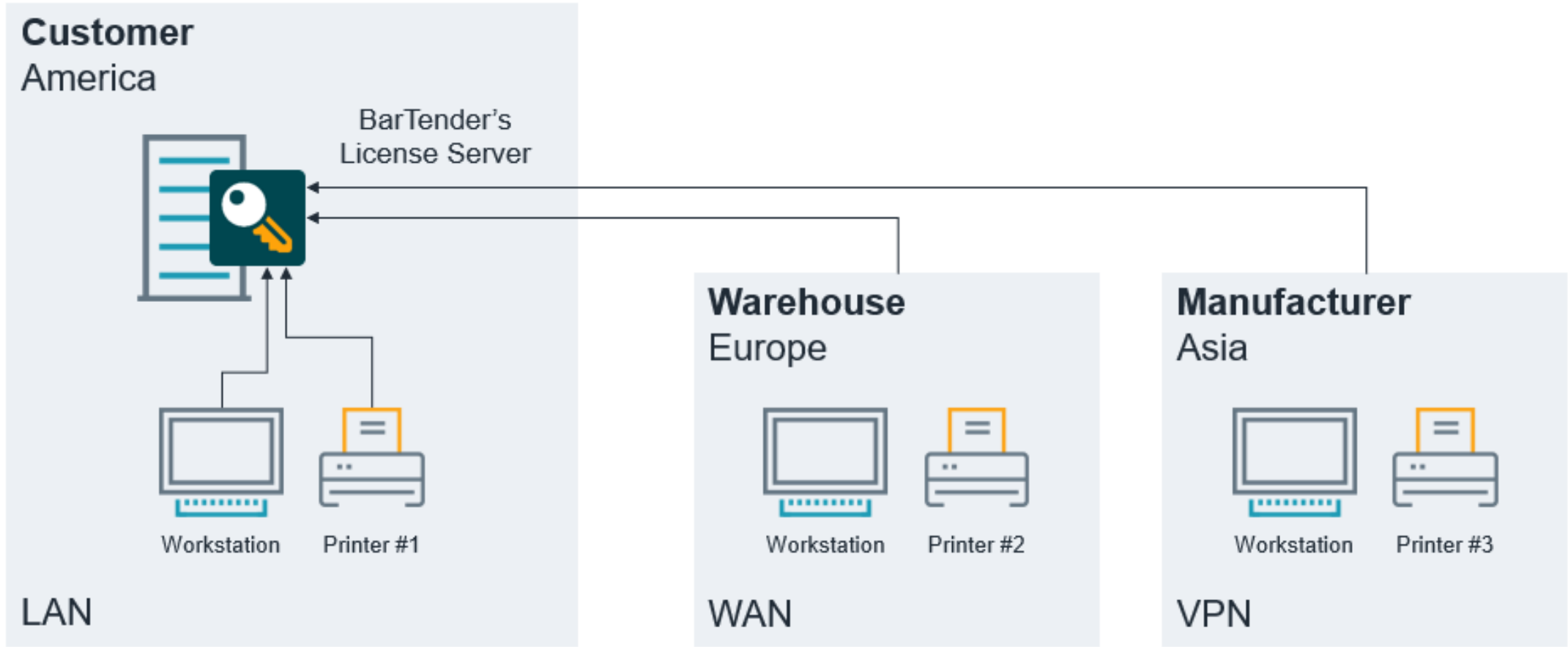


BarTender Editions for EPICOR



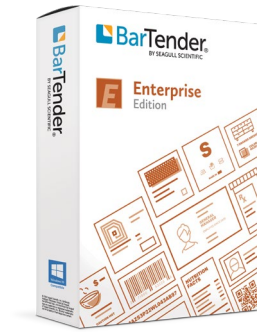
BarTender Licensing – A Global Solution

Unlimited Users and Workstations / Licensed by total number of Printers





Epicor Part Numbers



Licensed by the Printer/Unlimited Users and Workstations

On Prem

Licenses	Description
330-39723	BarTender Automation Base (Includes 2 Printers)
330-39724	BarTender Automation Additional Printer
330-39725	BarTender Enterprise Base (Includes 2 Printers)
330-39726	BarTender Enterprise Additional Printer
330-39727	BarTender Automation to Enterprise Upgrade, Base (includes 2 printers)
330-39728	BarTender Automation to Enterprise Upgrade, Additional Printer

Subscription

340-39657	BarTender Automation Base (Includes 2 Printers), Subscription
340-39658	BarTender Automation Additional Printer, Subscription
340-39659	BarTender Enterprise Base (Includes 2 Printers), Subscription
340-39660	BarTender Enterprise Additional Printer, Subscription
340-39658	BarTender Automation Additional Printer, Subscription for upgraded 2016 customers
340-39660	BarTender Enterprise Additional Printer, Subscription for upgraded 2016 customers


BarTender Automation Edition & Companion Products

Use **Automation** for:

- ▶ Automated Label Printing
- ▶ External Event Triggering
- ▶ SDK/API for Full System Integration
- ▶ Basic History/Reprint Review & Control
- ▶ Email Event Alerts Support

AUTOMATION EDITION

Combine forms, actions and system integrations to build a powerful automated printing solution..



For businesses looking to increase efficiency by automating their printing and integrating with other systems.



BarTender Designer



Administration Console



History Explorer



Data Builder



Print Station



Integration Builder



Process Builder



Reprint Console

BarTender Enterprise Edition & Companion Products

Use **Enterprise** for:

- ▶ Company-wide Printing Control
- ▶ Document Management & Change Control
- ▶ Web/Mobile Printing
- ▶ License Redundancy
- ▶ Automatic Print Fail-over
- ▶ Document Encryption
- ▶ Centralized Logging & Audit Trail, including Electronic Signature

ENTERPRISE EDITION

Manage, secure and control your entire enterprise label system, whether in one location or across continents.



For organizations that require complete connectivity and full, centralized control of their printing environment.



BarTender Designer



Administration Console



History Explorer



Data Builder



Print Station



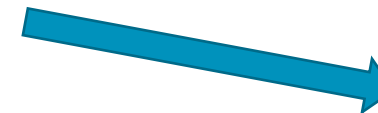
Integration Builder



Process Builder



Reprint Console



Librarian



Printer Maestro



Print Portal

BarTender seamless integration

EPICOR



Epicor Kinetic
and business
management
platforms

BarTender® automated printing

Labels, barcodes, RFID tags and more



Create

Use our exclusive Intelligent Templates™ to easily create and maintain an array of flexible designs.



Automate

Combine forms, actions and system integrations to build a powerful automated printing solution.



Manage




Monitor, secure and control your complete printing environment at sites around the world.

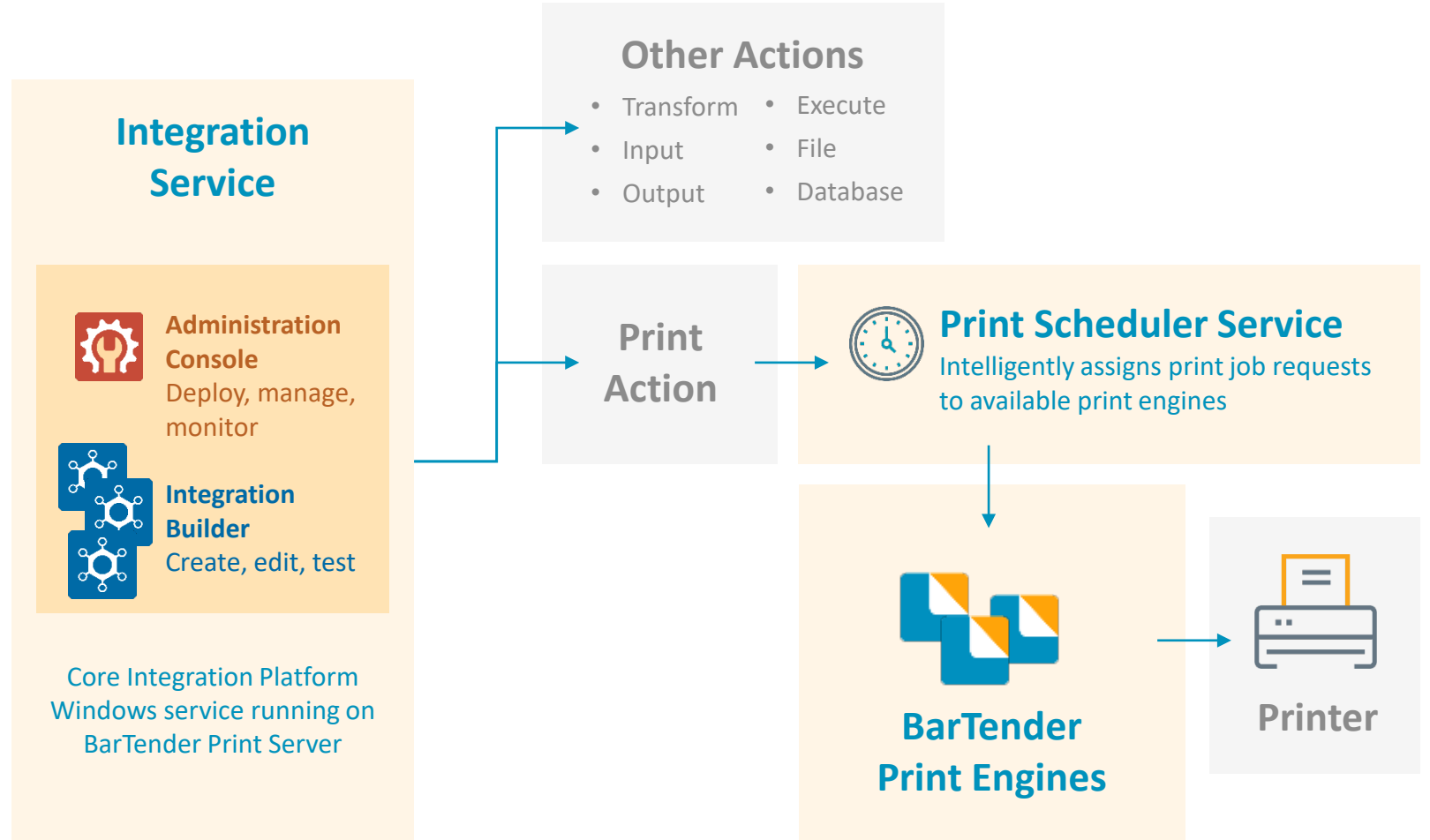


Printers

Integration Methods

TRIGGERS

-  File
-  Email
-  Web Service
-  Network Socket
-  MS Message Queue
-  Serial Port
-  Time Schedule
-  Database





Workflow Designer

Librarian



Medical Devices



Aerospace

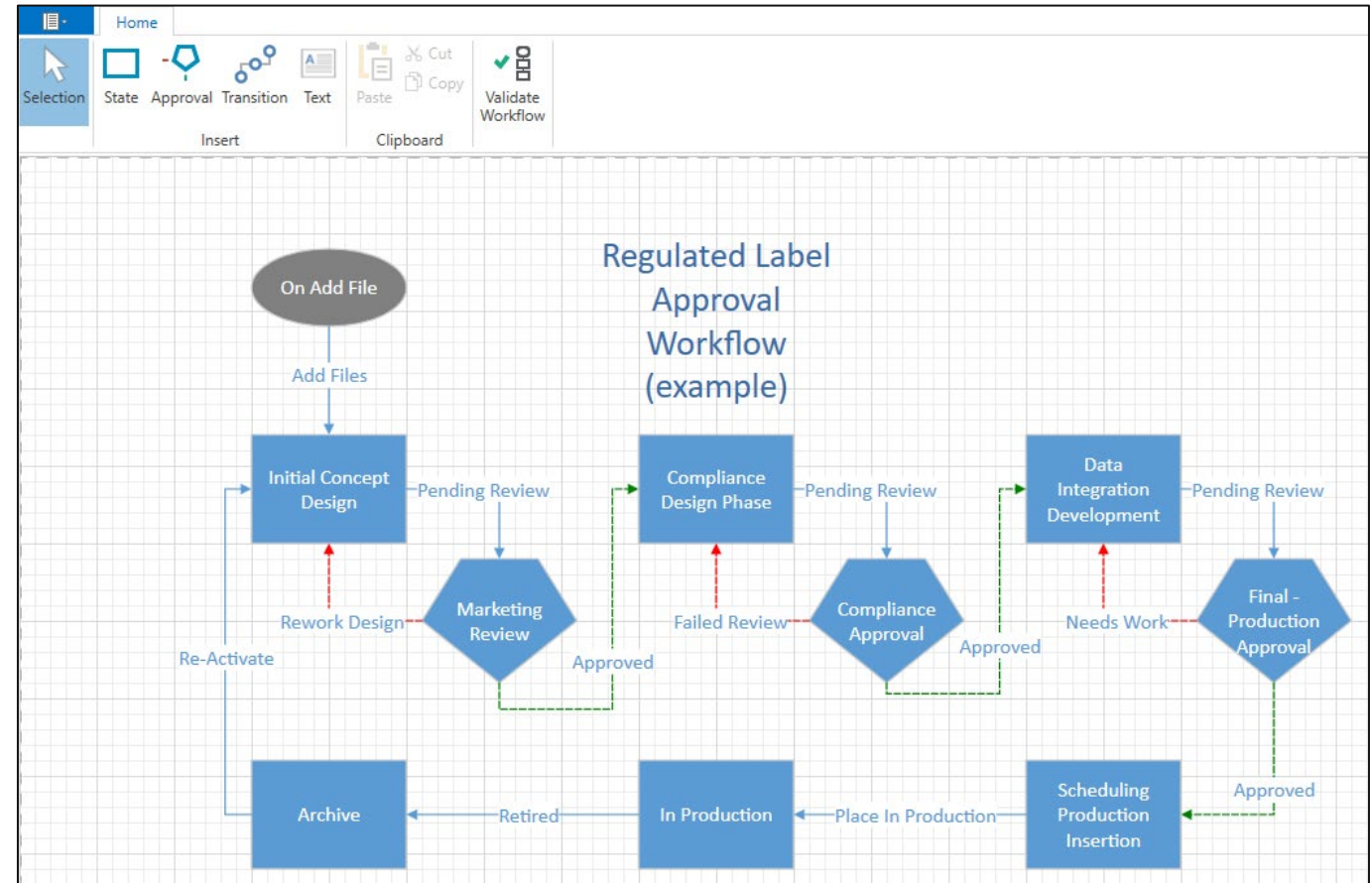


Pharmaceutical



Chemical

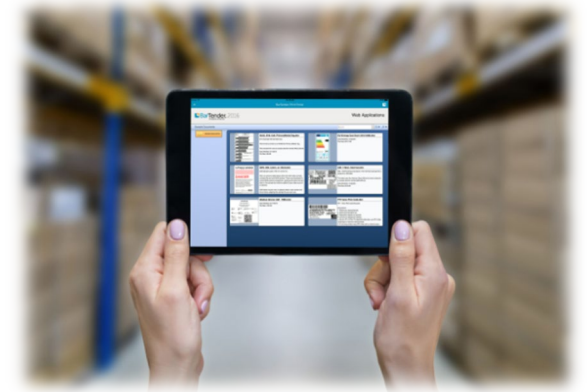
- ▶ Visual Designer - easier to build and validate
- ▶ Design Document Lifecycles using Business Process Flow logic
- ▶ Access & Action Controls with Windows Active Directory
- ▶ Easy Integrated e-mail Notification and Action support



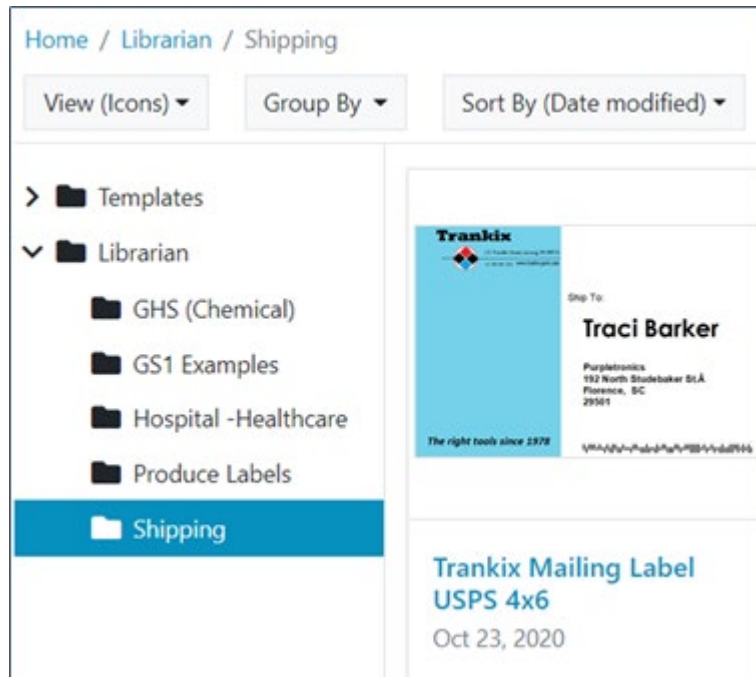


Print Portal

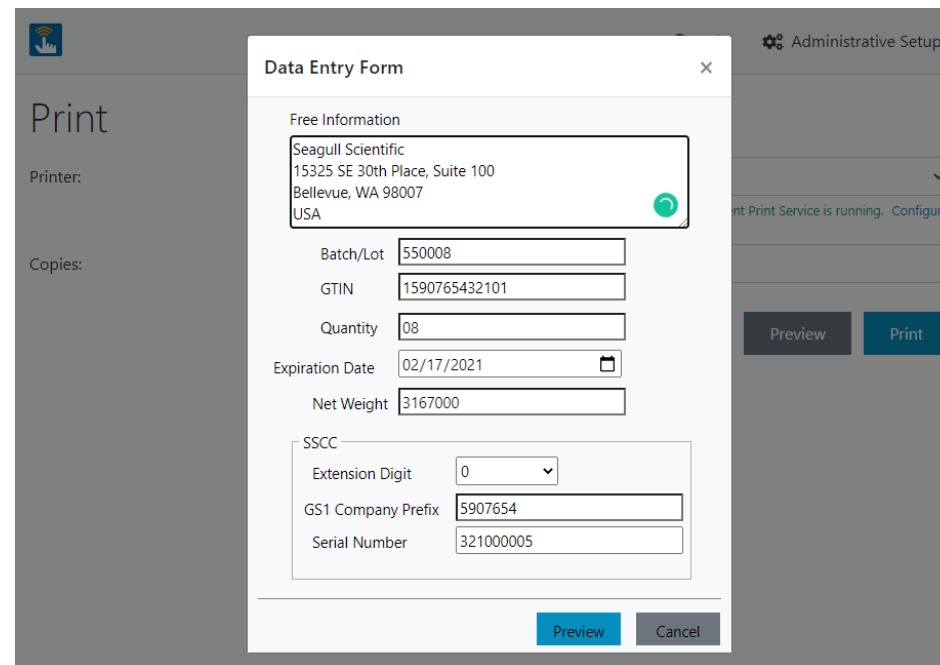
Powerful web-based printing directly from a browser from a mobile device or desktop to any connected printer.



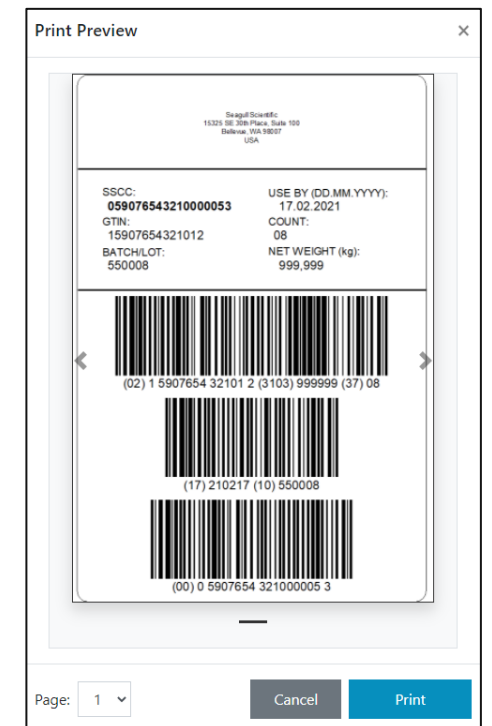
Web-based Access,



Data-Entry,



and Printing.



Companion Applications - BarTender Automation and Enterprise Editions

AUTOMATION EDITION

Combine forms, actions and system integrations to build a powerful automated printing solution..



For businesses looking to increase efficiency by automating their printing and integrating with other systems.

Automation has:

- ▶ Integration Builder
- ▶ Process Builder
- ▶ SDK/APIs
- ▶ Printer Monitoring & Reporting*
- ▶ History Explorer*
- ▶ Reprint Console*

Enterprise has:

- ▶ BarTender Automation
- Plus**
- ▶ Librarian
 - ▶ Centralized Management
 - ▶ Comprehensive Security
 - ▶ Print Portal (Internet)
 - ▶ Printer Monitoring & Reporting
 - ▶ History Explorer
 - ▶ Reprint Console

ENTERPRISE EDITION

Manage, secure and control your entire enterprise label system, whether in one location or across continents.



For organizations that require complete connectivity and full, centralized control of their printing environment.



BarTender
Designer



Administration
Console



History
Explorer



Data
Builder



Print Station



Integration
Builder



Process
Builder



Reprint
Console



Librarian



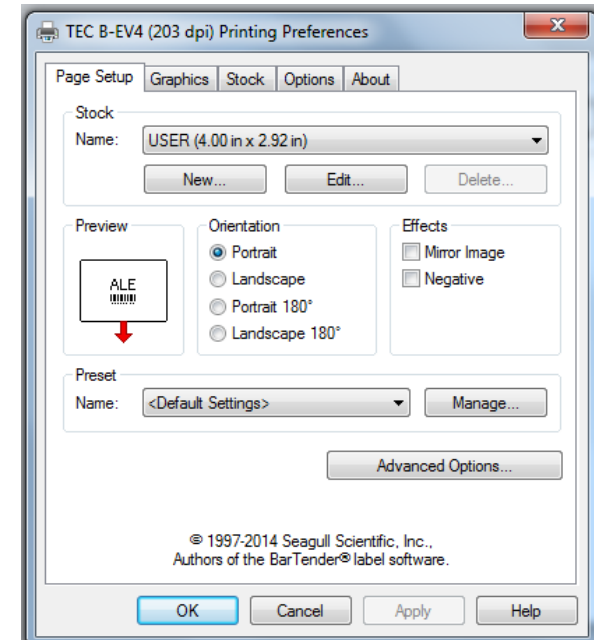
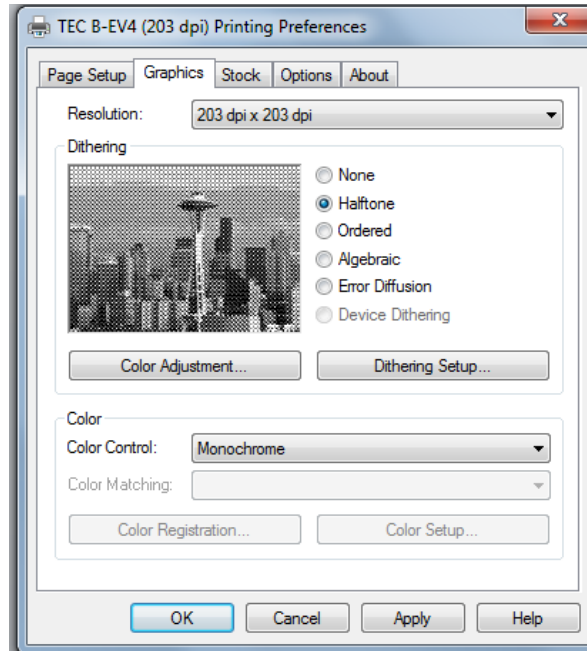
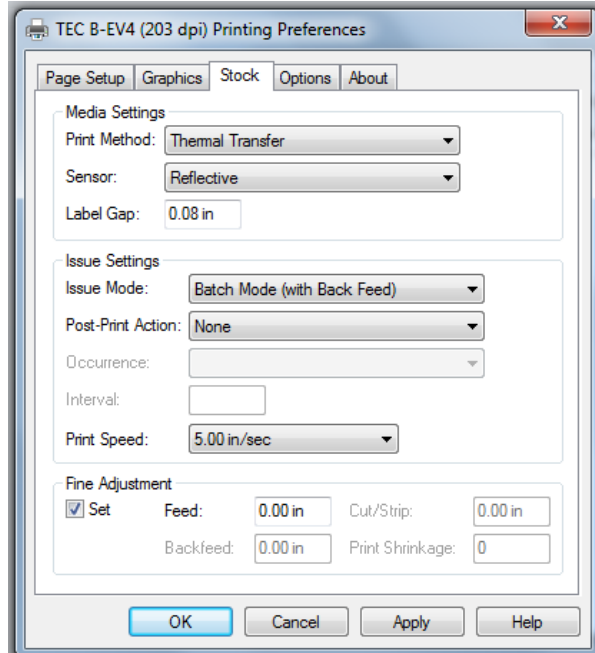
Printer
Maestro



Print Portal

Types of Label Printers – Drivers by Seagull

Drivers by Seagull™ make it easy to print labels, cards and more from any true Windows program. We have been creating printer drivers for more than 20 years. Today, our drivers, over 5,000 are so trusted that many printer manufacturers provide them in the box with their printers.



Types of Label Printers – Drivers by Seagull

- ▶ Thermal & Thermal Transfer Printers



datamax·o'neil



- ▶ Inkjet, Color Inkjet. TTO, Laser & CIJ Printers



markem·imaje



Software Maintenance and Support

BarTender has been recognized for its best-in-class support. Premium maintenance and support has been built for customers with mission critical labeling operations.

Standard

Standard support from our global team of technicians.

Includes free support +

- ▶ Live phone and chat support
- ▶ 2 business hours to initial response
- ▶ Upgrade to future versions of BarTender
- ▶ 20% of license value

Premium

Legendary support with our Highest - Level SLA.

Includes standard support +

- ▶ 24/7 Support
- ▶ Priority access to support
- ▶ 1 calendar hour to initial response
- ▶ Available with Enterprise Edition
- ▶ Additional 10% of license value

Maintenance & Support Plan Benefits

LIVE SUPPORT

Get live access to our support experts via email, chat and phone. Premium Support is available to Automation and Enterprise customers.

FREE UPDATES

When an update or new version of BarTender is released, you'll receive an email notification describing how to update. [Update now](#)

EASY UPGRADES

Easily upgrade your software edition or add printers to your current license. Contact your BarTender reseller or start the process with us [here](#).

FAST RENEWALS

We'll notify you two months before your MSA expires. Contact your BarTender reseller or start the process with us [here](#).

Resources for Partners

BarTender Portal is useful for every role - Partners can have unlimited portal users – sales, renewals, support, marketing, engineering, accounting, order entry, and more

- ▶ Bookmark the Portal location: <https://portal.seagullscientific.com>

BarTender Portal is always just a click away from any page of our website



[Software](#) [Solutions](#) [Downloads](#) [Resources](#) [Support](#) [Partners](#) [Company](#)

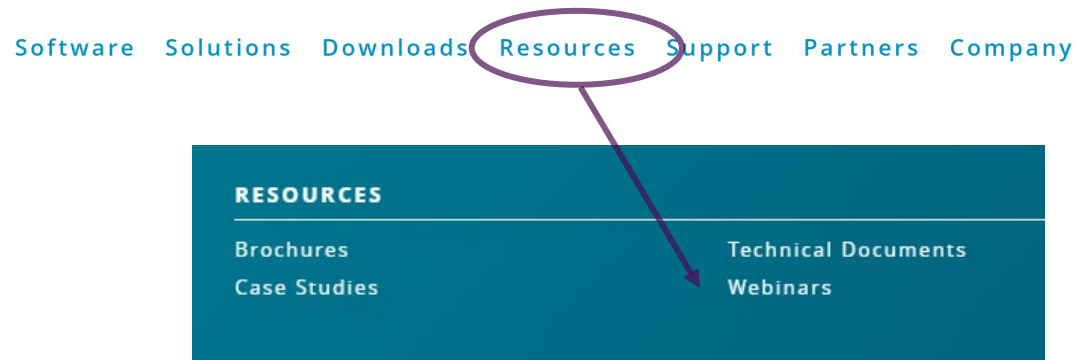


[CONTACT SALES](#)

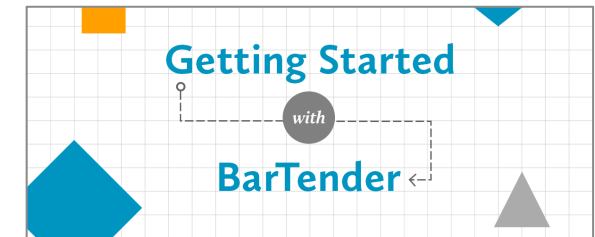
Resources for Partners

Register for upcoming webinars:

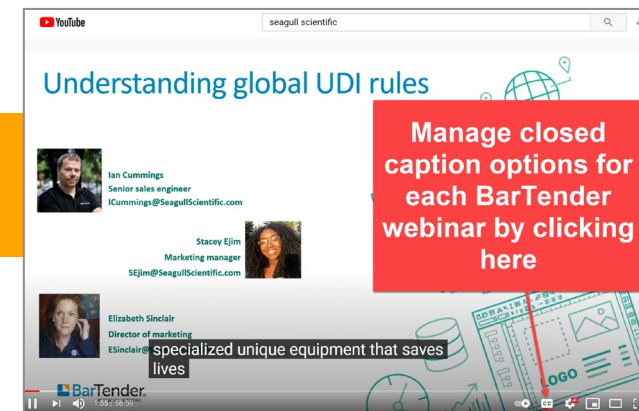
- ▶ <https://www.seagullscientific.com/about/webinars/>



- ▶ Invite your prospects and customers to our monthly **Getting Started** Series for Small business and Enterprises



Watch previous webinars on YouTube:
<https://www.youtube.com/user/SeagullScientificInc/videos>



30-day Trial Lead Referral Program

- ▶ You get a custom download URL that you provide to your prospects



Download the
BarTender® 30-Day Trial

- ▶ To participate

- ▶ channelmarketing@seagullscientific.com
- ▶ [Complete this form to request your link](#)

BarTender 30-Day Trial Referral Program

The 30-Day Trial referral program provides our partners with a unique URL that tracks customers who download the 30-Day Trial of BarTender 2021. This URL is unique to each partner and allows Seagull Scientific to provide our partners with the leads generated from customers referred to seagullscientific.com. This form should be used by BarTender partners to request their unique 30-Day Trial download URL. Please allow up to 1 week for the response. For any questions, please contact channelmarketing@seagullscientific.com.

* Required

1. What is your name? (Person completing the form in case we need to contact you) *

2. What is your business e-mail address? (Person completing the form in case we need to contact you) *

3. What is the name of your company? (As you want it to appear in drip-campaign to prospects) *

4. What region are you based out of? *

Never give out your password. Report abuse

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Questions



BarTender[®]

BY SEAGULL SCIENTIFIC

www.SeagullScientific.com