



FOR RELEASE MAY 28, 2014

## **New FashionManager Updates Streamline Sales, Order Management and Analytics**

*New features of the RLM concept-to-consumer fashion business software are aimed at improving and accelerating the wholesale order entry, order processing and financial reporting processes for brands and their retail partners.*

Lyndhurst, NJ – May 28, 2014 -- **RLM Apparel Software Systems Inc.**, solutions provider to the fashion industry's biggest and brightest brands, has added important new wholesale order management, sales reporting and other time- and cost-saving capabilities to its industry-leading **FashionManager™** enterprise software solution. A result of the company's commitment to continuous improvement, these new and extended capabilities promise to streamline and improve the showroom, production and financial processes of apparel, footwear, accessories and related brands and retailers.

*"We are excited to bring this advanced set of features to our FashionManager clients," explained RLM Partner Andy Lynn. "These new and expanded capabilities will enable our clients to simplify the showroom sales process, tie production orders closer to demand, and gain greater visibility and insight into the entire process. This release is a perfect example of our ongoing commitment to meeting the needs of our industry."*

Examples of the new and extended sales, order management and analytics features built into the latest edition of FashionManager include:

### ***Automatic Credit Card Authorization and Capture for Wholesale Orders***

To streamline the wholesale order process, FashionManager is now fully integrated with the Authorize.Net® credit card payment gateway. This partnership ensures retail buyers secure, fast and reliable goods and shipping payment transactions.

### ***iPad® and Tablet Ready Showroom Tools***

To empower more efficient showroom management, FashionManager delivers new and enhanced order management capabilities that include tools for downloading order selection and uploading sales orders to Microsoft® Excel® spreadsheets.

### ***Sales Reporting and Analytics***

A wide range of new reports have been added to FashionManager to improve the visibility and insight into sales performance and analyze operational response. Time Phased Cut and Sold reporting helps forecast potential oversold positions. The new Monthly Sales Analysis reports year to date sales by customer compared to the same period in the prior year. Reporting of Season vs. Season results by category and product type has also been improved.

### ***Automated, Demand Driven Production Orders***

To better align production orders with demand, a new Cut to Demand capability streamlines the issue of finished goods orders to production based on sales order bookings. After selecting relevant styles and colors, users can easily adjust for any open production or current stock levels and generate a production order to meet actual demand.

***Customizable Columns and Rows within Financial Statements (coming soon)***

RLM is also readying the release of a new Financial Report Writer that will empower clients to customize financial statements for their unique needs through user-defined column headings, selection of values from a variety of system financial views, custom calculations of data, and other flexible and advanced capabilities.

***ACH Wire Payments (coming soon)***

FashionManager will also streamline the wire payment process by storing bank instructions and directly communicating payment from the Accounts Payable application; eliminating the need to recreate the payment on the bank website.

FashionManager clients are encouraged to contact their RLM customer service representative with any questions regarding the new release and features.

**About RLM Apparel Software Systems**

RLM Apparel Software is a leading provider of modular, end-to-end business software solutions designed specifically to address the needs of global fashion retailers, brands, and manufacturers. Over its 30 year history, RLM has enabled many of the largest and most innovative apparel, footwear, accessories and related companies to reach their full potential by accelerating performance, increasing efficiency, reducing costs, and streamlining business processes across the entire concept-to-consumer product lifecycle.

RLM's category-spanning enterprise software solutions comprise capabilities typically found separately in enterprise resource planning (ERP), product lifecycle management (PLM), supply chain management (SCM), warehouse management systems (WMS), salesforce automation (SFA), and e-commerce systems (B2B/B2C). RLM solutions are available in either a traditional on premise deployment or as a hosted cloud subscription model.

RLM customers include Alexander Wang, Blowfish Malibu, Donna Karan, Halston, John Varvatos, Jordache Enterprises, Magaschoni, Michael Kors, The Row, Tory Burch, US Polo Association, and other leading apparel, footwear, and accessories companies. For more information, visit <http://www.ronlynn.com>.

###

FashionManager is a trademark of RLM Apparel Software Inc.

Authorize.Net is a registered trademark of CyberSource, a Visa company.

iPad is a trademark of Apple Inc.

Microsoft and Excel are registered trademarks of Microsoft Corporation in the United States and/or other countries.

Media Contact:

Andy Lynn

Vice President and Partner

RLM Apparel Software Systems

(201) 531-5959