



exhibitforce
REDEFINING BEST PRACTICES

www.exhibitforce.com

ef ENTERPRISE



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The business owner and exhibit house's ERP system for executive management, aggregate analytics, sales forecasting, asset tracking, and high-level decision making.



STREAMLINE OPERATIONS

Employ EF Enterprise tools to create a leaner, more efficient business model by as much as **40%**.

CREATE GROWTH

Predict future earnings and increase capacity by turning raw data into actionable insight and recurring revenue.

SECURE VALUE

Bolster your balance sheet with a process infrastructure that yields increased value for your business.

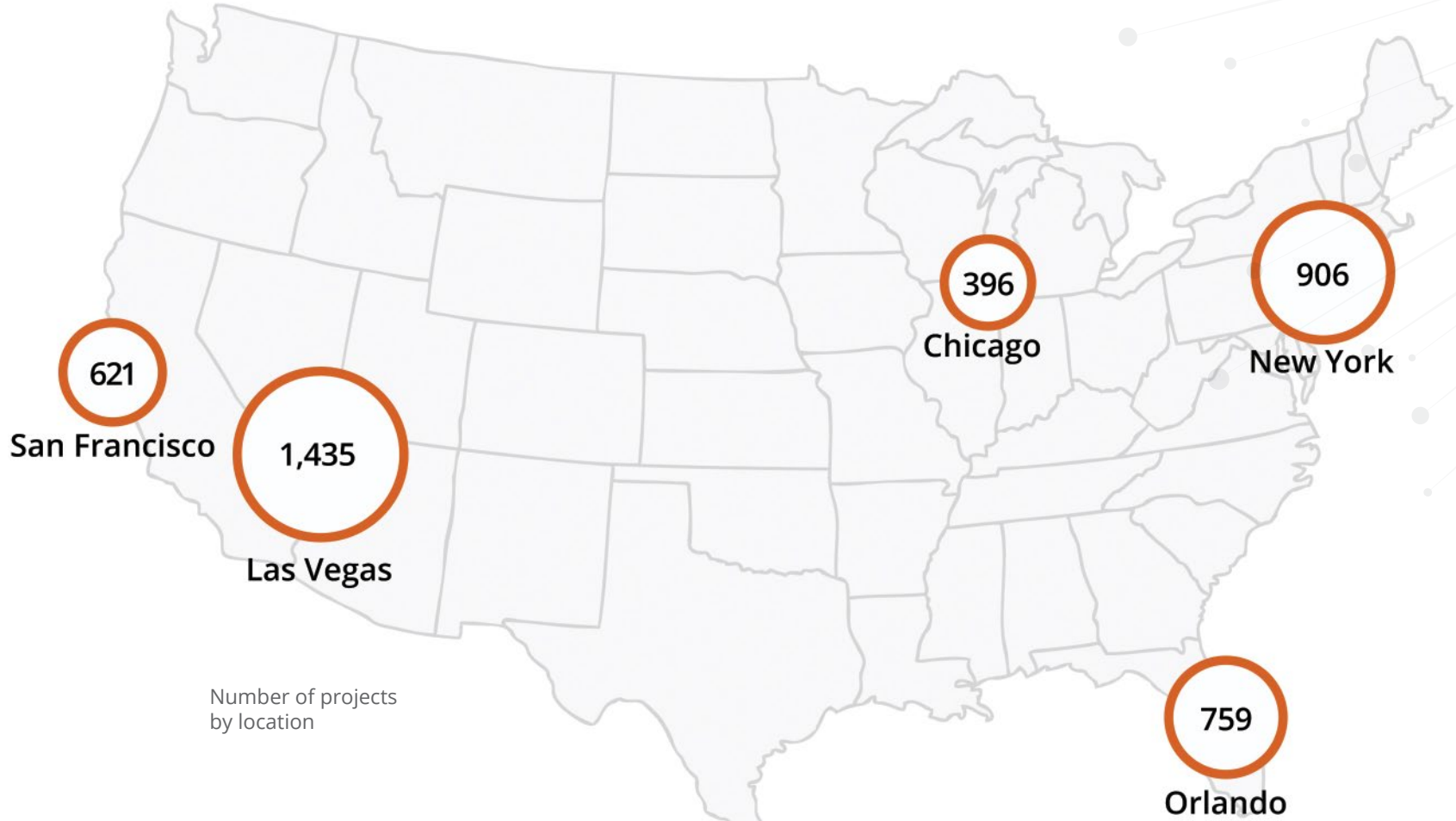


MEASUREMENT & ANALYTICS

The EF Enterprise Dashboard is nimble and allows you to pull sales records for comparison and analysis from any time period and break them down to give you the perfect metrics for any decision-making scenario. Look at raw data in any way that fits your business model and strategy. Evaluate numbers company-wide, by region, by salesperson, by client, by vendor, or any custom category.

TRACK YOUR BUSINESS

An annual or even quarterly visit with your financials doesn't give the full picture. Staying on top of your numbers requires a program that updates in real time. The EF Enterprise Dashboard will give you a comprehensive view of virtually any set of numbers you need at any given second.



RECOGNIZE TRENDS

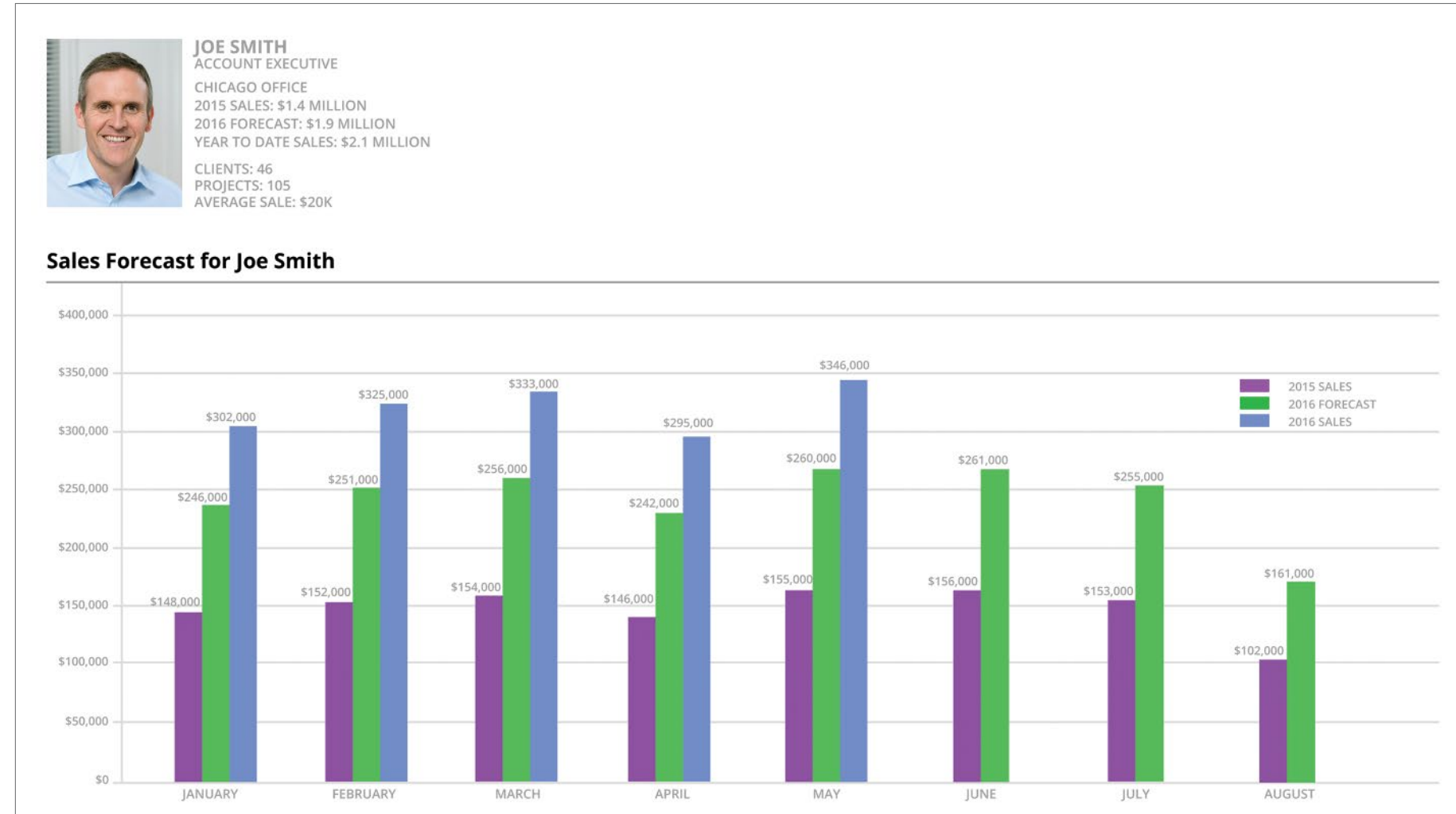
Collecting usable data is only half the battle. You have to use the information to improve your results. The key to utilization lies in recognizing trends and acting on the numbers to stay a step ahead of the game. Visualizing figures in digestible blocks helps to break it all down. The EF Enterprise Dashboard is loaded with potent tools that create easy-to-read comparisons and can even generate regression models, density maps, and data clusters to give clarity to otherwise unorganized numbers.

A photograph of two business professionals in an office setting. On the left, a man in a white shirt and a dark blue patterned vest is holding a tablet. On the right, a woman in a dark blue blazer and white top is holding a blue folder. They are both looking at the tablet. The background is a blurred office with large windows. The text 'SALES & FORECASTING' is overlaid in white, serif font across the center of the image.

SALES & FORECASTING

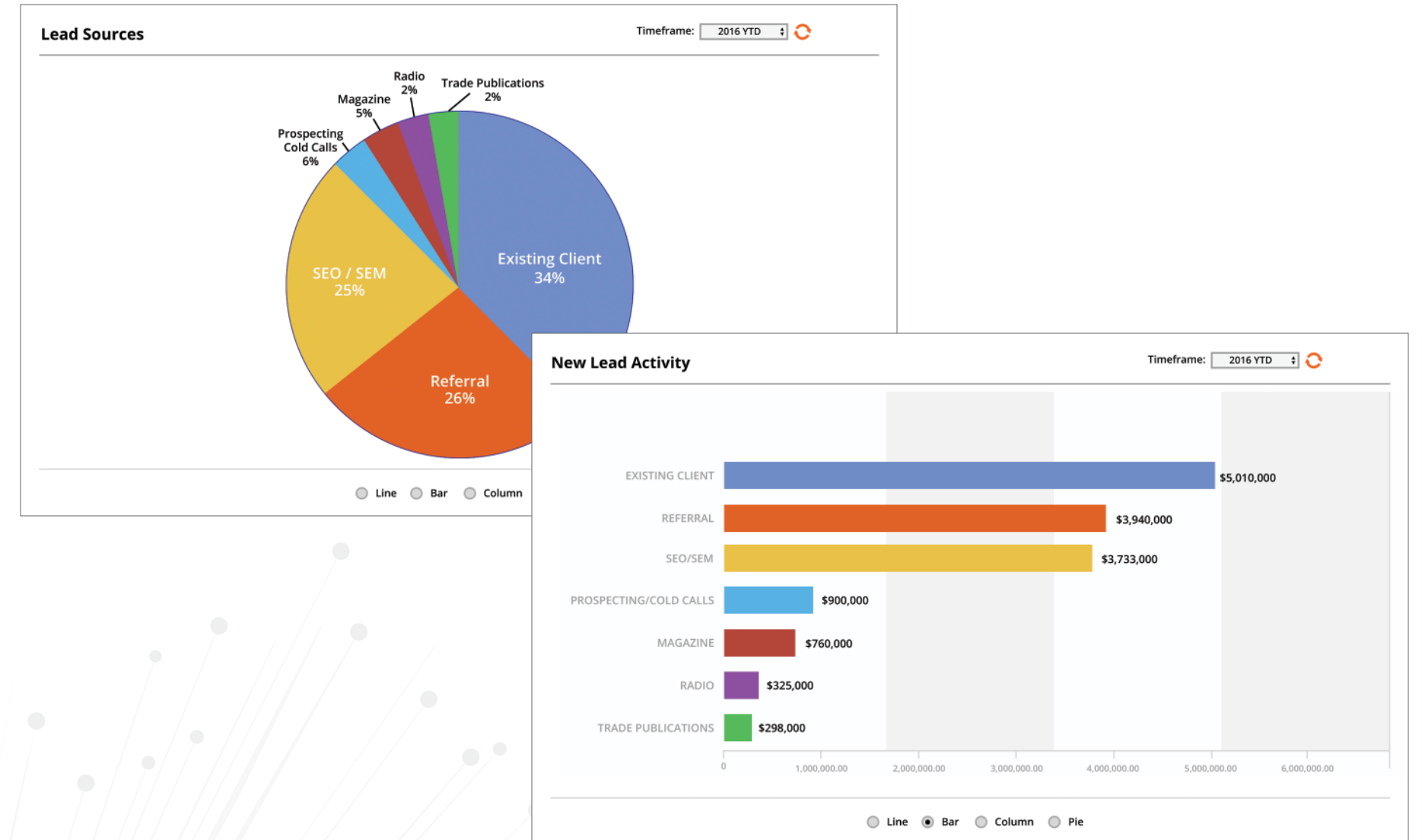
FORECAST OPPORTUNITIES

Sales forecasting isn't just guessing or hoping. Deliberate, metrics-based forecasting is a critical portion of a sales strategy that points out opportunities and paves the way for increased sales. Sophisticated tools take into account a myriad of factors, including past performance, prospect analysis, market conditions, client feedback, and lead breakdowns, to give you goals and benchmarks to maximize your actual sales results.



DEVELOP LEADS

Lead generation is the fuel of any successful sales program. The EF Enterprise Dashboard allows you to evaluate where qualified leads are coming from so you know where to focus your energy and budget to keep the lead pipeline full.



SYSTEM INTEGRATION

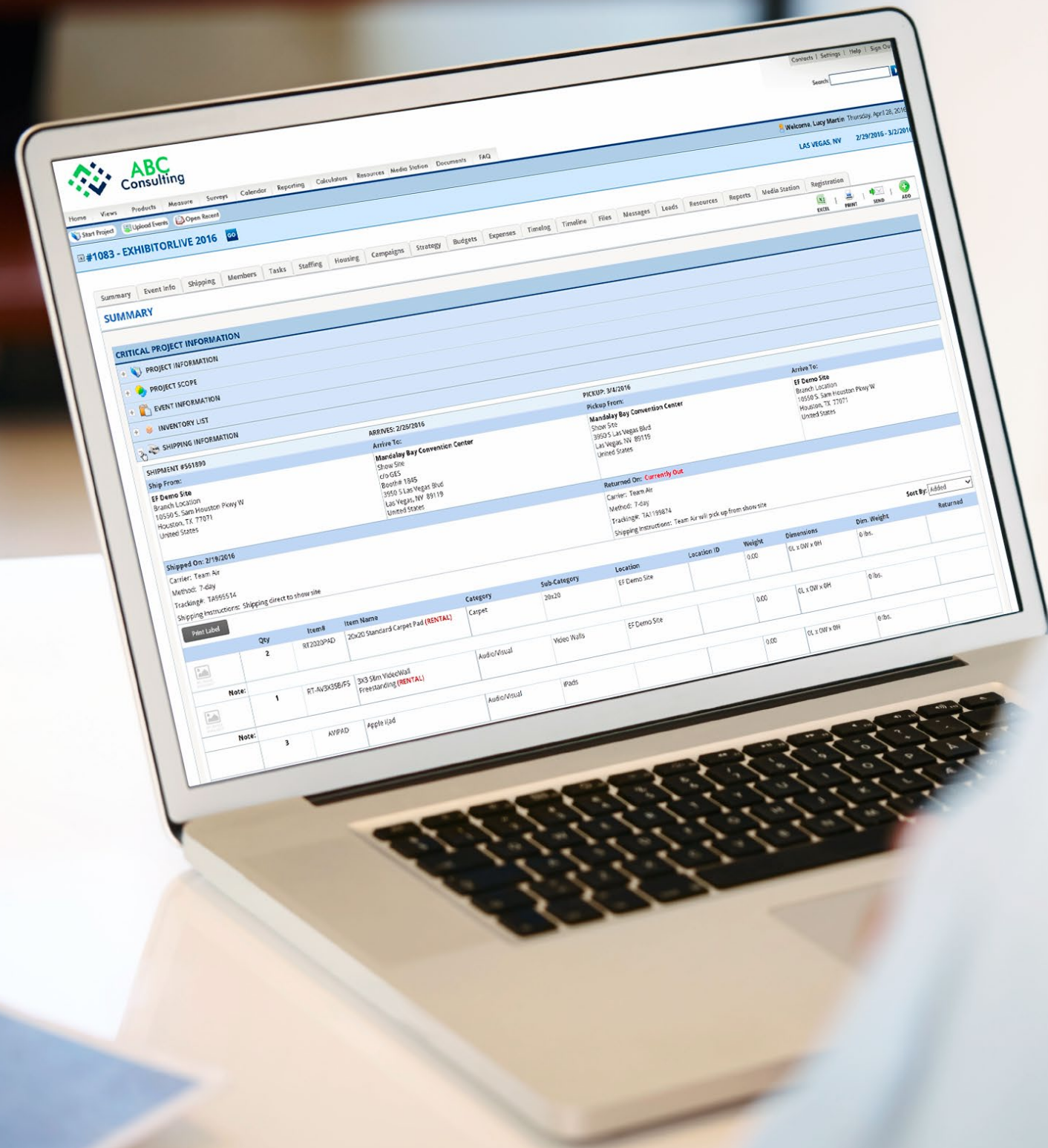
The system can integrate with virtually any platform including Salesforce, SAP, Oracle, Microsoft, and more – eliminating redundancies and streamlining processes for improved performance in all web services enabled systems.





EF CRM

Redefine how you turn leads into sales with the EF CRM.

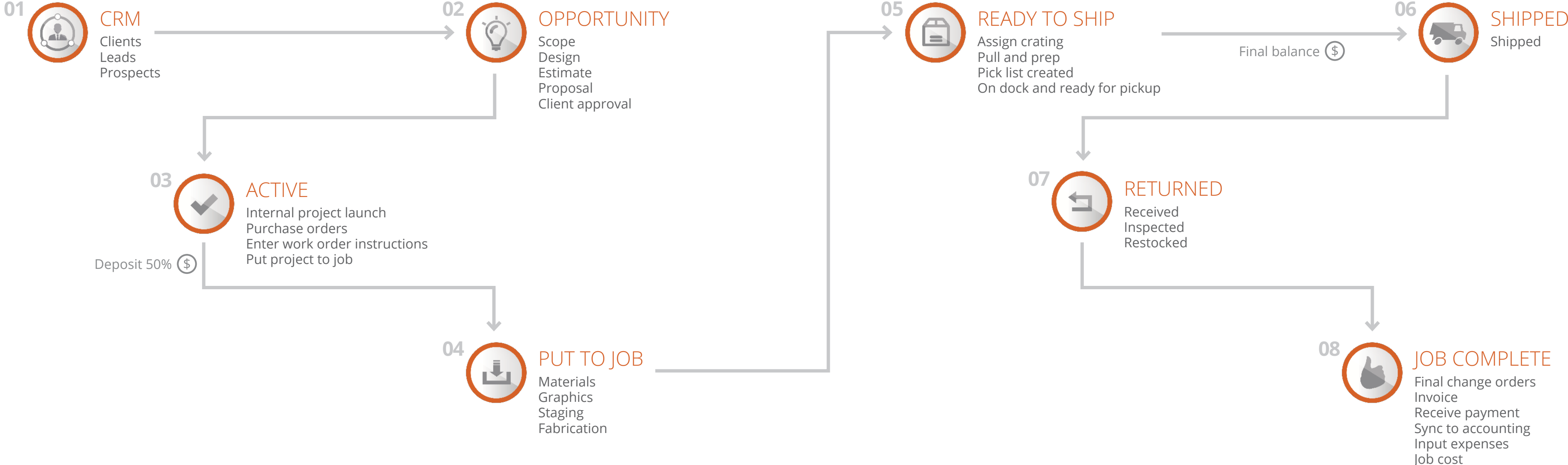


PROCESS

Follow every step from pre-sales activity to project close.

FROM PROSPECT TO INVOICE

EF ExhibitForce allows you to closely follow every phase of every job to assess sales opportunities, production efficiencies, logistics tracking, and accounting integration. Dig deep into any single project or aggregate the data to improve operations. It's all easily accessible on your custom project dashboard.



SECURITY

Manage and secure your valuable data on the back-end. Customize permissions to control who has the ability to access, add, delete, or edit reports throughout the system. Set security levels for individual team members while providing transparency for system administrators and senior level employees.





SMALL



MEDIUM



LARGE



GLOBAL

A SOLUTION FOR
ANY SIZE BUSINESS

CUSTOMIZED FUNCTIONALITY STREAMLINES OPERATIONS AND
INCREASES EFFICIENCY



INDUSTRIES IN THE CLOUD

The versatile power of EF Enterprise tools are at work in virtually every field of business.



AEROSPACE

AGRICULTURAL

AIRLINE

AUTOMOTIVE

CONSTRUCTION

DENTAL

ELECTRONICS

ENERGY

FINANCIAL

HEALTHCARE

INDUSTRIAL

INSURANCE

MANUFACTURING

MATERIALS

MEDICAL DEVICES

PHARMACEUTICALS

SCIENCE

SECURITY

TECHNOLOGY

TELECOMMUNICATIONS

TRANSPORTATION





30%

of Fortune 500
companies use
ExhibitForce



115,000

events annually



40%

increase in
efficiency

POWERING OVER

170,000 PROFESSIONALS

WORLDWIDE WITH AWARD-WINNING CLOUD-BASED APPLICATIONS

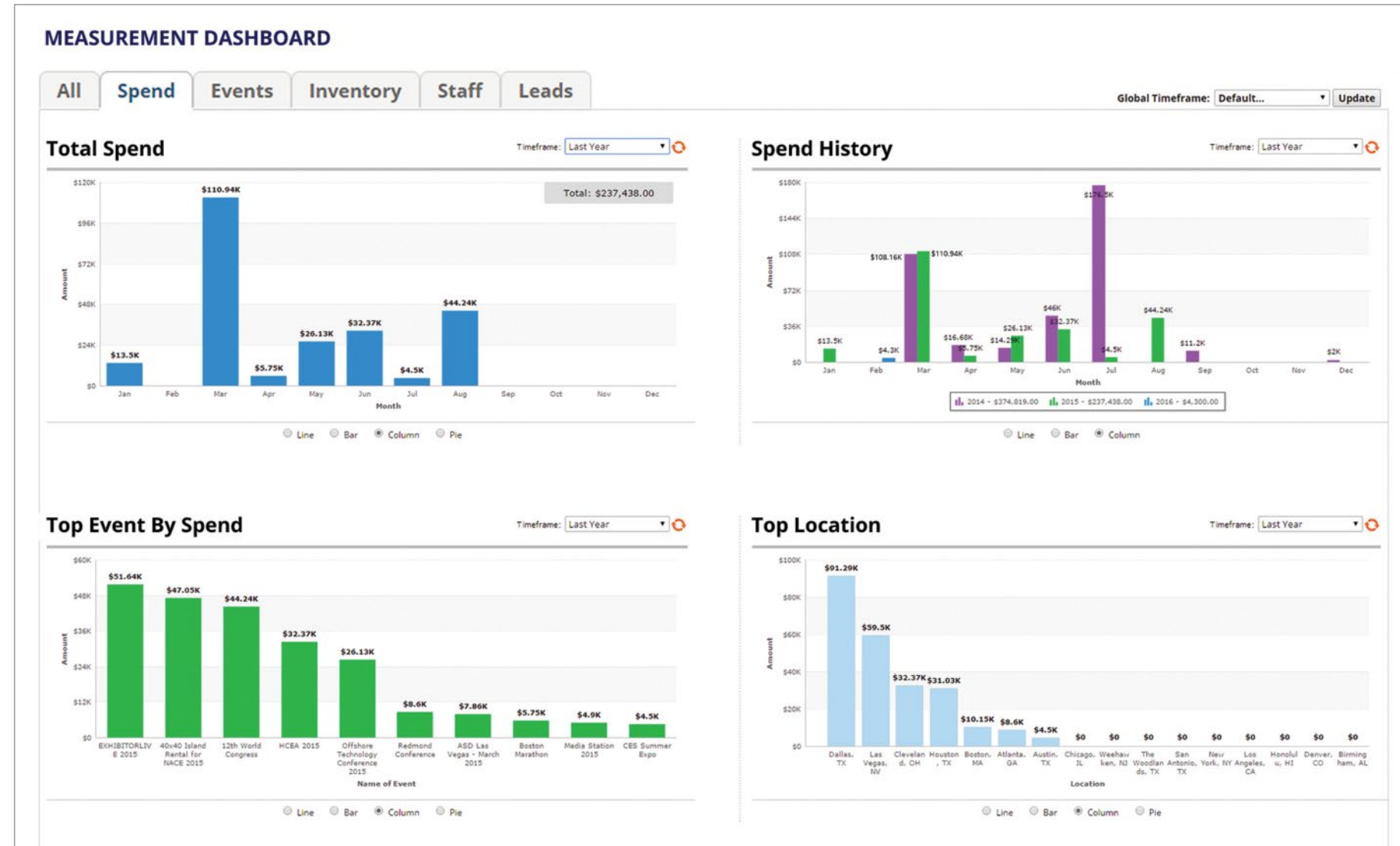


MEASUREMENT DASHBOARD

Follow every metric within your event strategies in real time.

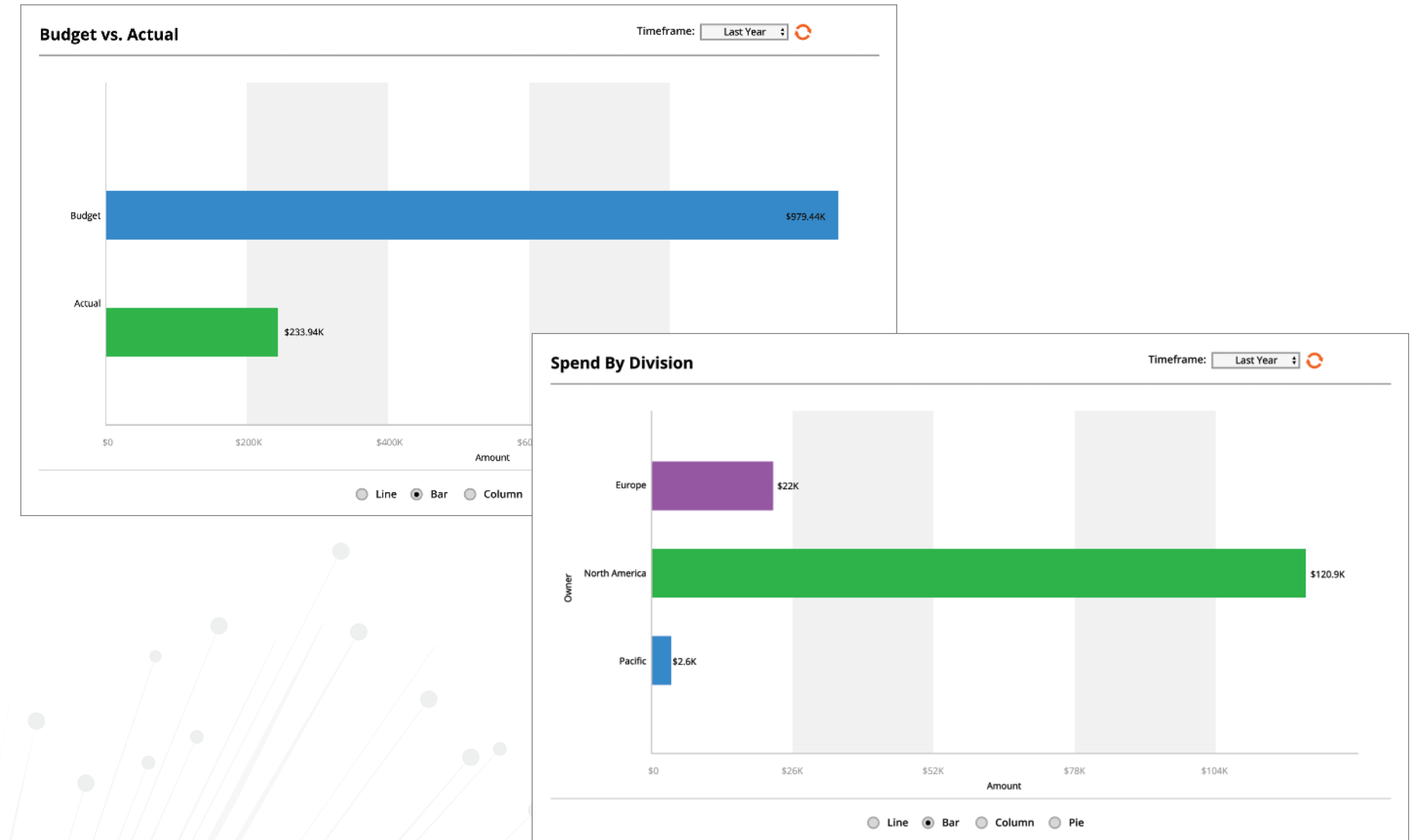
DIRECT EVERY ASPECT

Take a snapshot of your entire program or filter by spend, events, inventory, staff, or leads.



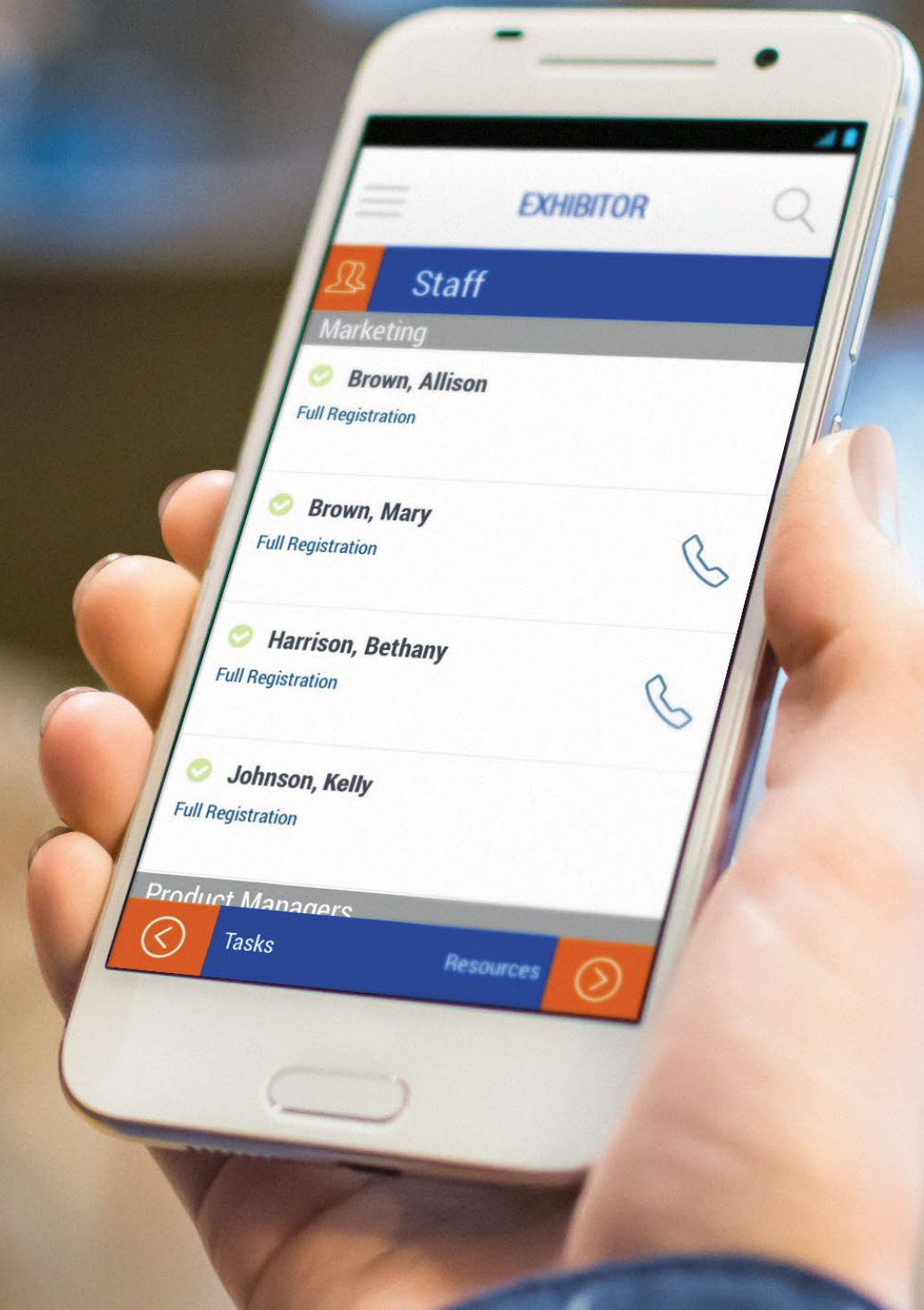
MAKE INFORMED DECISIONS

Manage your strategy based on actual performance as opposed to arbitrary budget figures. Access data points from any time period to recognize trends and distribute resources when and where they are needed.



MOBILE

Embrace the power of real-time business intelligence from anywhere. Track expenses, inventory, shipments, and staff logistics on any device.





FULFILLMENT

Get your stakeholders what they want, when they want it. Fulfillment pushes inventory from your warehouse into the field – on demand.

INVENTORY

Track stock levels and availability with an up-to-the-second physical asset management system. Instantly view and print inventory catalogs or download lists to Excel. Organize the system to best fit your strategy and search for items based on dates, shows, or item type. Link setup instructions, CAD models, electrical grids, crating details, and other pertinent supply data.

The screenshot shows the 'Inventory' section of a software application. At the top, there are navigation tabs: Client Info, Projects, Opportunities, Calendar, Inventory, Crate List, Reports, Store, Settings, Field Settings, and Pro Upgrade. Below these is a search bar and an 'IMAGE ZOOM' slider set to 0%. A left-hand sidebar titled 'SELECT CATEGORIES:' contains a tree view with categories like Accessories, Audio/Visual, Computers/Laptops, iPads, LCD TouchScreens, Monitors, Banner Stands, CLIENT PROPERTIES, Counters, Equipment, Exhibits, Furniture, Graphics, Adhesive Vinyl, Archived Graphics, Backlit Detachable, Banner Stands, EXHIBITOR2014, Honda Event 2015, Mural, SPE Annual Technical Conference, Medical Equipment, Promotional Items, and Rendering. The main area is titled 'VIEW ITEMS:' and contains a table of inventory items. A note at the top right of the table states '*AVAILABILITY BASED ON 4/14/2016 [CHANGE]'. The table is organized into sections: GRAPHICS ADHESIVE VINYL, GRAPHICS ARCHIVED GRAPHICS, GRAPHICS BACKLIT DETACHABLE, and GRAPHICS BANNER STANDS. Each section contains a table with columns for EDIT, PACKAGE, CREATED, ITEM#, PRODUCT, COST, RETAIL, DESCRIPTION, SIZE, LOC, INVENTORY, and AVAILABLE.

EDIT	PACKAGE	CREATED	ITEM#	PRODUCT	COST	RETAIL	DESCRIPTION	SIZE	LOC	INVENTORY	AVAILABLE
		2/20/2016	#EF001	POWERED BY EXHIBITFORCE.COM	\$0.00	\$0.00	GRAPHIC DESCRIPTION			2	2
		2/20/2014	#EF002	GOT A PLAN?	\$0.00	\$0.00		118 X 90 IN	- CHICAGO - ILSE 3 ; LOT14	1	1
		2/20/2016	#EF003	EXHIBITFORCE.COM	\$0.00	\$0.00		32 X 28 IN		2	2
		2/20/2016	#EF004	GO BEYOND	\$0.00	\$0.00		37 X 21 IN		1	1
		2/20/2014	#EF004	BANNER STAND GRAPHIC	\$0.00	\$0.00		51.5 X 79 IN		1	1

TRACKING

Utilize the EF Media Apps barcoding application to manage shipments in real time. Data inputs from the hand-held app automatically integrate with your shipping and inventory dashboards for easy tracking of shipment contents and delivery schedules.

The screenshot shows the 'MASTER CRATE LIST' interface. At the top, there are filters for LOCATION, OWNER, BILLING, and UPDATE, along with a 'MONTHLY STORAGE RATE' of \$,528.00. The main table has columns for TYPE, CRATE ID, LABEL, DESCRIPTION, WEIGHT, L X W X H, CU FT, COST, DIM WT, LOCATION, DISPOSITION, EDIT, COPY, DELETE, CONTENTS, and BARCODE. Below the table is a 'Crate Bar-Code Details' section with a table showing Bar-Code, Location, Reserved, Active, and Notes. To the right of this table are four barcode images labeled DC-18782-001 through DC-18782-004. Below that is a 'Crate Contents' table with columns for Qty, Item#, Name, and Description. At the bottom is a 'Crate Usage' table with columns for Project Number, Project Name, Show Location, Shipment Number, Ship Date, Return Date, AE, and AM.

TYPE	CRATE ID	DESCRIPTION	WEIGHT	L X W X H	CU FT	COST	DIM WT	LOCATION	DISPOSITION
Crate	87944	Wack Crate	37 Lbs.	22 X 17 X 8 in	1,000.00	\$62.00	42 Lbs.	EF Demo Site	
Wack	DC-001	Standard Wooden Crate	750 Lbs.	36 X 48 X 36 in	98.00	\$4,320.00	855.09 Lbs.	EF Demo Site	Outbound - 47 Dem On 2/24/2015 #1083

Bar-Code	Location	Reserved	Active	Notes
DC-18782-001	Zone - 5 - #664788	N.A.	Yes	Group Of Three - Client Owned
DC-18782-002	Zone - 5 - #664788	N.A.	Yes	Group Of Three - Client Owned
DC-18782-003	Zone - 5 - #664788	N.A.	Yes	Group Of Three - Client Owned
DC-18782-004	Zone - 5 - #664788	N.A.	Yes	Group Of Three - Client Owned

Qty	Item#	Name	Description
1	DC001P108	1000 Intra Package	22 Flat Mail With Three Sections For Graphic Presentation, Two Triangle Counter Workstations, Contrasting Wings, Two Square Locking Straps

Project Number	Project Name	Show Location	Shipment Number	Ship Date	Return Date	AE	AM
1000	4040 Island Home For NACE 2014	San Antonio, TX	47483	3/1/2014	3/20/2014	Norton, Mark	Cooper, Andra
1004	SPE Annual Technical Conference	Amsterdam, Netherlands	47960	1/11/2014	1/11/2014	Norton, Mark	Cooper, Andra
1016	2014 NEMC BC	Boston, MA	481407	4/14/2014	4/30/2014	Norton, Mark	Cooper, Andra

SHIPPING INFORMATION

Provide your team, customers and vendors access to logistics data saving time and money. Utilize the shipping dashboard to generate order reports, delivery confirmations, and freight costs. Pull the data together to complete budgets, schedules, and show strategies.

The screenshot shows the 'SHIPPING INFORMATION' dashboard. At the top, there is a header for '#1083 - EXHIBITORLIVE 2016' with contact information for DEMO COMPANY. Below this is a navigation bar with tabs for Summary, Strategy, Scope, Portfolio, Event, Workflow Docs, Tasks, Timelog, Messages, Files, Shipping, and Job Costing. The main area is titled 'SHIPPING INFORMATION' and contains a table of shipment details. Each shipment entry includes a 'SHIPMENT' ID, 'SHIP FROM' location, 'SHIP TO' location, 'Carrier', 'Tracking#', 'Ship Date', and 'Mat. Arrival'. The table lists four shipments: SHIPMENT 661890, SHIPMENT 675430, SHIPMENT 675430, and SHIPMENT 684740. Each shipment entry also includes a 'SHIPMENT' ID, 'SHIP FROM' location, 'SHIP TO' location, 'Carrier', 'Tracking#', 'Ship Date', and 'Mat. Arrival'.

SHIPMENT	SHIP FROM	SHIP TO	Carrier	Tracking#	Ship Date	Mat. Arrival
SHIPMENT 661890	Branch Location EF Demo Site 10000 B, Sam Houston Pkwy W Houston, TX 77071 United States Booth# 1845	Show Site Monday Bay Convention Center 3840 S. Las Vegas Blvd Las Vegas, NV 89119 United States Booth# 1845	Team Air	TA005514	2/19/2016	2/26/2016
SHIPMENT 675430	Show Site Monday Bay Convention Center 3840 S. Las Vegas Blvd Las Vegas, NV 89119 United States Booth# 1845	Branch Location EF Demo Site 10000 B, Sam Houston Pkwy W Houston, TX 77071 United States Booth# 1845	Team Air	TA110874	3/4/2016	3/11/2016
SHIPMENT 675430	Branch Location EF Demo Site 10000 B, Sam Houston Pkwy W Houston, TX 77071 United States Booth# 1845	Show Site Monday Bay Convention Center 3840 S. Las Vegas Blvd Las Vegas, NV 89119 United States Booth# 1845	Team Air	TA110874	2/21/2016	2/28/2016
SHIPMENT 684740	Show Site Monday Bay Convention Center 3840 S. Las Vegas Blvd Las Vegas, NV 89119 United States Booth# 1845	Branch Location EF Demo Site 10000 B, Sam Houston Pkwy W Houston, TX 77071 United States Booth# 1845	Team Air	TA110874	3/3/2016	3/10/2016



ef MEDIA APPS

All the tools in the palm of your hand. EF Media Apps allow users to manage digital assets, sales, HR, marketing, budgets, and inventory on any device.

Available for Download



EF MEDIA APPS ARE LOADED WITH FEATURES FOR EVERY ASPECT OF YOUR BUSINESS



Lead Capture



Digital Asset Management



Sales



Marketing



Human Resources



Barcoding



LEAD CAPTURE

Use a custom interface to turn exhibit floor engagement into bottom-line results. Scan attendee badges to capture contact info and generate emails with digital media for instant feedback. Attract prospects with large touch screens and equip each sales rep with an iPad app.

No Service 12:10 PM 90%

BACK RE-START HOME SCAN BADGE PHOTO

Please answer the following questions: Continue

Please indicate your current role:

Packager

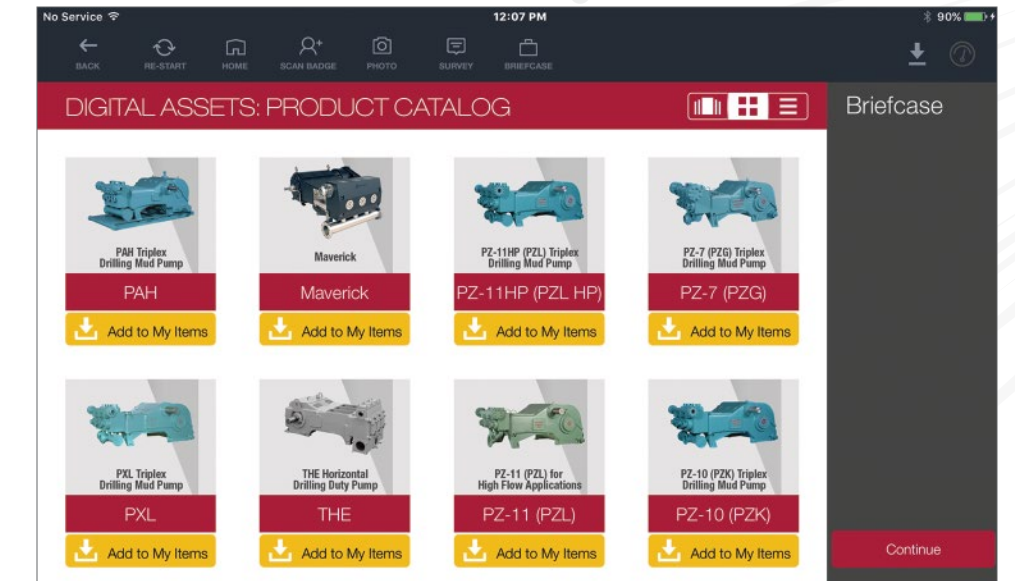
What is the timeframe for...?

Please Select...
 Drilling Contractor
 End User
Packager
 Reseller
 Service Company

1-3 months
 3-6 months

DIGITAL ASSET MANAGEMENT

Enjoy the freedom to host multiple brands, verticals or segments without the need to produce hard-copy brochures. Sales reps and prospects personalize their interactive catalog experience by selecting digital media – brochures, videos, and white papers while driving real-time analytics.



CONTACTS Events: Select an Event... GO

View: All Contacts Locations: All Locations Status: All Active/Inactive Search:

Span: Use Dates Dates: thru Lead: All AE: All

ALL A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0 1 2 3 4 5 6 7 8 9

ALL Contacts

Created	Loc	Company/Contact	City	ST	Phone	AE	Lead Source
8/31/2015	SLC	Abel Design Group Frank Moon	Houston	TX		Carey Dawson	Prospecting/Cold Call
9/2/2015	TOL	Absolute AV Consulting Janice Hendrix	Houston	TX		Steve Fletcher	Web
9/3/2015	TOL	Agence Synapse Richard Appelt	Houston	TX		Steve Fletcher	Web
9/2/2015	HOU	Arte Architecture Sonya Evans	Houston	TX		Cassandra Oates	Prospecting/Cold Call
8/26/2015	CHI	Asenzya Inc Clint Heygood	Oak Creek	WI		Michael Sealy	Prospecting/Cold Call
8/26/2015	HOU	Asher Agency Lee -	Houston	TX		Connolly Gibbs	Call In
8/27/2015	STL	Beckwood Press Christie Williams	Fenton	MO		Connolly Gibbs	Prospecting/Cold Call

SALES

Extend your reach with seamless CRM integration and robust back-end analytics, all within a user-friendly interface. EF Media Apps improve sales growth with increased ROI and ROO.



MARKETING

Maximizing the power of cloud technology, the EF Event Measurement Dashboard combines interactive analytics with custom measurement.

No Service
4:23 PM
94%

Dashboard
Leads
Analytics

Media Stations
All Dates

View	Date	Project	Event	Station	Description	Total Leads	Total Value	Launch
>	5/2/16	#59054	Offshore Technology Con...	Offshore Tech...	nference 2016 OTC 2016	617	\$ 250,000.00	
>	2/8/16	#59055	DUG Permian Basin	DUG Permian Basin	DUG Permian Basin 2016	16	\$ 205,000.00	
>	3/7/16	#59056	PowerGen	PowerGen	PowerGen 2016	12	\$ 160,000.00	
>	3/21/16	#62624	DUG Eagle Ford 2016	DUG Eagle Ford 2016	DUG Eagle Ford 2016	43	\$ 275,000.00	

Leads

Total Leads **690** Total Value **\$ 1,045,000.00**

Leads By Type

Type	Count
GD-3000	80
GD-600	28
Maverick	582

Analytics
All Dates

- GD-3000
- GD-600
- Maverick
- PZ-7 (PZG)
- TAC (GD-65T)
- THE

HUMAN RESOURCES

Designed to simplify the prospective employee's access to job openings with an instant application interaction. Reduce response time and streamline employee pre-qualification by capturing application-specific information that calculates an overall score.

MEMORIAL HEALTH UNIVERSITY HOSPITAL

Candidate Analysis

DR. JOHN H. PARKS, MD 10
 LOCATION: SAN FRANCISCO, CA
 EXPERIENCE: 6 YEARS
 SPECIALIZES IN: SPORTS MEDICINE
 CERTIFICATIONS: ORTHOPEDIC SURGERY

DR. ELENA VIDAL, MD 9
 LOCATION: ORLANDO, FL
 EXPERIENCE: 8 YEARS
 SPECIALIZES IN: ORTHOPEDICS
 CERTIFICATIONS: ORTHOPEDIC SURGERY

DR. RYAN R. WILKINS, MD 5
 LOCATION: DALLAS, TX

BARCODING

Save the cost and inconvenience of expensive barcode readers in your distribution facilities. The easy to use app can be loaded onto almost any device and allows you to track shipments, perishable inventories, and crate contents.

iPad 9:36 AM 97%

exhibitforce
 REDEFINING BEST PRACTICES

Shipping Receiving

2016 Spring Show

Industries Inc.	# 1070
Returned	5/17/2016
1	5/29/2016

Rental and Services

2016 East Inc.	# 1076
Electronics	
Returned	
1	

2016 Food Marketing Show

Boston Inc.	
Returned	
1	

Dc-18782-001

Industries Inc.
 2016 Spring Show

WE ARE EXHIBIT FORCE





THE PLATFORM FOR BEST PRACTICES IN BUSINESS AND EVENT MANAGEMENT

ExhibitForce brings 20+ years of experience as event management professionals. Our core sales team is comprised of Certified Trade Show Marketers (“CTSM”) and mentors for candidates acquiring their accreditation. This enables us to incorporate current industry standards and trends into our applications. Most importantly, we consult with our clients to continually evolve our applications and set best practices and industry standards.

Register for your free 30 day trial today!

FREE TRIAL

877.609.6111
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