



April 8<sup>th</sup>, 2024

Dear Friends and Colleagues,

When we formed Cambia Advisors, we embraced change as a cornerstone of our identity. The word "Cambia" is derived from a Spanish word that means "change," which we felt was fitting for a company focused on guiding businesses through significant transformations, such as implementing new ERP systems. Our commitment to change is so fundamental that we have also incorporated the Delta symbol, the mathematical notation for change, into our logo.

But why this focus on change? The reason is simple yet profound: ERP implementations often signify the most substantial transformation a company may undergo. At Cambia Advisors, our mission is to guide this transformation in a manner that carefully controls and significantly reduces the risks traditionally associated with ERP system implementations and the evolution of business processes they entail. After a thorough examination of today's ERP software landscape, we chose to forge a partnership with Epicor, centering our efforts on the fit between their Kinetic ERP product and critical business requirements of global manufacturers.

***Why did we pick Epicor?***

Epicor sets itself from other ERP vendors with its modern technology stack, dedication to product development, exceptional customer support, and flexible deployment options. Valuing long-term relationships, Epicor has made significant investments in specialized tools and training for its customers and partners alike. This commitment is reflected in Epicor's strong management team, which prioritizes these values, generously offering support and time to cultivate a robust partnership with Cambia Advisors.

***Why did we pick Kinetic?***

Epicor's Kinetic ERP software is distinguished by its adaptability, providing a range of deployment options including on-premises, single-tenant, or multi-tenant SaaS. Its web-based user interface ensures seamless access across various devices, enhancing operational flexibility. Leveraging a modern technology stack with Microsoft Azure, SQL Server, and robust APIs, Kinetic is designed to scale alongside a company's evolving needs. This positions Kinetic not merely as an ERP solution but as a dynamic platform fostering innovation and growth.

***How can Cambia Advisors help you?***

With more than one hundred years of combined expertise in business processes and ERP implementation, we have dedicated ourselves exclusively to the Epicor ecosystem, underscoring our commitment to Epicor as our sole ERP partner. This singular focus allows us to cater specifically to the manufacturing sector, and we are excited to demonstrate the unique features and capabilities that set Kinetic apart from other ERP systems in the coming months. If you are interested in discovering how Kinetic can specifically address the needs of your manufacturing operations, please do not hesitate to reach out.

With warmest regards,

*Brad Weinstein*

Brad Weinstein

*Brian Clark*

Brian Clark

*Craig Thompson*

Craig Thompson

*James Blankenship*

James Blankenship

**"Nothing Endures but Change"**

– Greek Philosopher Heraclitus