

December 15, 2011

**Simon Pearce Goes Live with JunctionMCR and Microsoft Dynamics AX**  
*Implementation of Cross-Channel Solution Completed in an Aggressive Six Month Timeframe to Meet Critical Holiday Season Needs*

**DENVER, CO** — Denver-based Junction Solutions ([www.junctionsolutions.com](http://www.junctionsolutions.com)), a provider of vertical, market-specific on-premise and on-demand software applications and services for the Food and Beverage, Multi-Channel Retail and Distribution industries, today announced that Simon Pearce ([www.simonpearce.com](http://www.simonpearce.com)), a designer, manufacturer and marketer of original products in hand blown glass and handmade pottery, has implemented Microsoft Dynamics® AX, Microsoft Dynamics AX for Retail, and JunctionMCR™, an end-to-end solution set designed for multi-channel retailers. Built in Microsoft Dynamics AX, JunctionMCR gives Simon Pearce the flexibility to accommodate business growth, access to real-time business and reporting information throughout the enterprise and across all sales channels, and the ability to expand into mobile retail.

Junction Solutions completed the implementation of Microsoft Dynamics AX and JunctionMCR against a challenging six month schedule to get Simon Pearce live in time for the busy holiday season. The Junction Solutions team also worked with Simon Pearce's human resources team to roll out an innovative training program that got employees ready for the go live and established training processes for new employees.

“We wanted to have a solution we could really build upon over time and that is what Microsoft Dynamics AX and JunctionMCR will allow us to do,” said Bill Heston, director of information services, Simon Pearce. “The world is changing so fast. You don't know what direction you'll need to move in. That's why flexibility is so critical. The solution allows us to move with a fast-paced marketplace.”

With this new solution, many of Simon Pearce's manual processes are streamlined and automated. Numerous disparate systems have been unified, providing employees across the company with complete visibility into customer and order data. The company has also updated its gift card and gift registry capabilities.

“Simon Pearce required a unified platform to provide us with a singular view of reporting data across our operations to make better business decisions,” said Terri Pare, executive director of finance and administration, Simon Pearce. “We also required both flexibility and scalability to enable growth, in a user-friendly solution. This solution set will also allow us to expand and we won't have to go through this implementation process in another two years to meet our needs.”

“The strong partnership between Junction Solutions and Simon Pearce has allowed us to successfully implement an integrated solution that will provide them with the capabilities they need to deliver on their customer's high service expectations,” said Jeff Marker, senior vice president, retail, Junction Solutions. “They now have a complete solution that gives them visibility, flexibility, and scalability for future growth and expansion – all in a familiar, user-friendly environment.”

(more)

### **About Simon Pearce**

Simon Pearce designs, manufactures and markets original products in hand blown glass and handmade pottery and operates a fine dining establishment. Simon Pearce has maintained a dedication to creating products that are beautifully designed, produced with premium quality materials and time-honored techniques and intended for a lifetime of everyday use. Founded in 1971, Simon Pearce originated as a small glassblowing workshop in Kilkenny, Ireland. In 1981, the company moved to a historic woolen mill on the banks of the Ottauquechee River in Quechee, Vermont. Today, Quechee remains the flagship for Simon Pearce's retail, restaurant and production activities. The full range of glass and pottery designs embodies traditional and contemporary styles—all with classic simplicity, elegance and everyday functionality. The line is available at 8 Simon Pearce retail stores, through a nationwide network of over 500 signature stores, via mail-order catalogue and online at [SimonPearce.com](http://SimonPearce.com).

### **About Junction Solutions**

With offices throughout North America, Junction Solutions provides vertical-specific on-premise and on-demand software applications and services that help organizations enhance operational performance, reduce costs, expand delivery channels and strengthen relationships. Built on Microsoft Dynamics® AX and designed specifically for Food & Beverage, Multi-Channel Retail and Distribution companies, Junction Solutions' innovative offerings focus on enterprise resource planning, (ERP), supply chain management (SCM – demand, order, warehouse, yard and distribution management), human capital management, merchandising, order entry management, call-center management, eCommerce engagement and fulfillment. The company was named 2010 Microsoft Dynamics® Retail Partner of the Year. For more information, please visit [www.junctionsolutions.com](http://www.junctionsolutions.com).

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