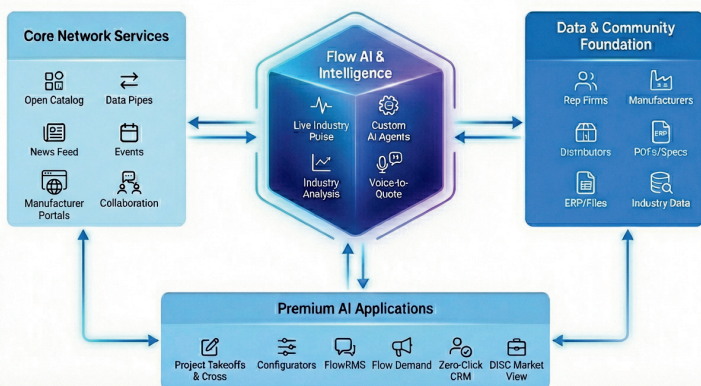


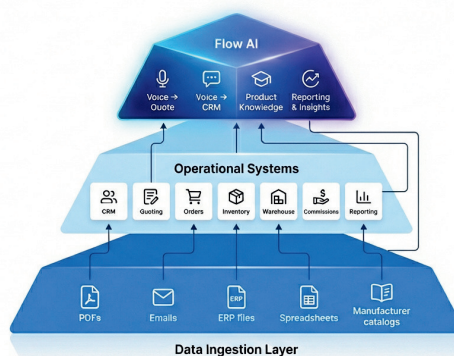
## FLOW RSM + FLOW CONNECT AI-First Operations & Coordination ERP Platform

Flow gives NEMRA Lighting reps faster quotes, protected commissions, and instant product answers by connecting every partner and automating the work behind each project.

### FlowConnect: Industry Coordination at Scale



### Flow RMS: All-in-One Rep Operations



## One Software for Everything Manufacturing Reps Do

- ✓ **AI-Native Operations for Rep Firms** - Purpose-built for lighting, electrical, HVAC, and industrial reps - with AI at the core.
- ✓ **Zero-Click CRM & Automation** - Log notes, tasks, quotes, emails, and insights by voice or text. Eliminate manual entry across CRM, quoting, orders, commissions, and reporting.
- ✓ **Universal Product Knowledge & Cross-References** - Ingest all manufacturer catalogs into one product map. FLOWBot answers specs, warranties, technical requirements, competitive equivalents, and VE/cross-references instantly.
- ✓ **Lighting Project Takeoffs** - Upload fixture schedules or plan sets. FLOW identifies fixture attributes, maps to SKUs, builds BOMs, generates VE options, alternates, and competitive comparisons—quote-ready.
- ✓ **Commission Tracking & Revenue Recovery** - Monitors quotes → orders → invoices → payments. Flags missed/underpaid commissions and recovers lost revenue.
- ✓ **Smart Lighting Workflows** - Automates quote → order → invoice → commission flows. Handles splits, overages, branded docs, approval processes, VE packages, and multi-line lighting projects.
- ✓ **Dashboards & Insights** - Real-time, customizable views of sales, commissions, rep activity, product trends, and channel insights for all roles.



# The Industry-Wide Coordination Platform

*Flow Connect is the private network for rep firms, lighting manufacturers, and distributors—where projects, quotes, and campaigns run end-to-end.*

## Key Capabilities

- Territory Signals: Targeted RFPs, awards, and regulatory intel matched to your lines.
- Spec → Takeoff → Quote: Extracts spec book lines, runs crosses, builds quotes in one workflow.
- Built-In Collaboration: Threads tied directly to projects, quotes, and catalog items.
- Universal Product Hub: Network-wide catalog standardized with ETIM/HDM/USPAC.
- Seamless Data Flows: Quotes, orders, invoices, POS, and commissions move via Data Pipes (API/EDI/CSV) while partners keep their own systems.
- Campaign Engine: Manufacturers and reps launch campaigns to the entire rep network with assets and analytics.
- Network Effects: More reps/manufacturers → more projects, visibility, and cross-opportunity.

Line Item	Part #	Description	MFR	Qty	Base Unit	% Over	Sell Unit	Sell \$	Com %	Com \$	Ovg %	Ovg \$	Earnings	Earnings %
<b>Interior Lighting</b>														
1	LX-4500-LED	Linear LED Fixture 4ft 5000K with Integ...	Acuity Brands	150	\$240.00	10.9%	\$275.00	\$41,250.00	10%	\$3,675.00	90%	\$4,050.00	\$45,325.00	21.0%
2	PLX-200-DIM	Programmable Dimmer Switch with Day...	Lutron	75	\$180.00	13.5%	\$205.00	\$15,375.00	8%	\$1,110.00	85%	\$1,093.75	\$16,468.75	18.5%
3	LX-2200-REC	Recessed LED Downlight 6" 3000K Dim...	Acuity Brands	320	\$155.00	15.3%	\$178.00	\$57,040.00	10%	\$5,704.00	90%	\$6,344.00	\$62,744.00	23.8%
4	T8L-LED-30W	Track Light Head LED 30W Adjustable ...	Philips	48	\$160.00	14.5%	\$183.00	\$8,784.00	12%	\$1,054.08	88%	\$1,013.76	\$9,797.76	24.8%
5	PHE-224-40W	LED Flat Panel 2x4 40W 4000K Edge-Lit	Eaton	180	\$120.00	13.6%	\$136.00	\$24,480.00	9%	\$2,001.60	85%	\$2,001.60	\$26,481.60	20.8%
6	PEND-HDD-18	Modern Pendant Light 18" Decorative L...	NAC Lighting	24	\$355.00	15.6%	\$409.00	\$9,816.00	11%	\$1,079.76	88%	\$1,267.20	\$10,883.20	24.7%
7	STRIP-24V-10ft	LED Strip Light 24V 10ft Roll with Driver	Acuity Brands	65	\$78.00	14.1%	\$89.00	\$5,785.00	10%	\$567.50	90%	\$643.50	\$6,435.00	22.7%
8	CAN-6-IC	IC-Rated Can Housing 6" New Constru...	Eaton	320	\$28.00	14.3%	\$32.00	\$10,240.00	9%	\$921.60	85%	\$1,058.00	\$11,298.00	21.1%
<b>Exterior Lighting</b>														

## Flow Digital Video Overview

**“Flow gives NEMRA Lighting reps faster quotes, protected commissions, and instant product answers by connecting every partner and automating the work behind each project.”**

*By partnering with NEMRA Lighting, you gain access to not just Flow, but a comprehensive network of service providers designed to elevate your business. Together, we empower rep firms to thrive in a competitive market.*



Get Started with Flow

