



TRUSTED SOLUTIONS. PROVEN RESULTS. DANCIK INTERNATIONAL

History and Focus

Stability

In 1984, our President and founder, Mitchell Dancik, spent a year researching the ceramic tile and floor covering industry on behalf of a client. In order to provide a complete vertical market solution, this in-depth research encompassed the entire supply and distribution chain, including manufacturers, distributors, importers, and retailers. This effort resulted in the creation of our original software product, then known as TILE VISION®.

This initial product evolved into our current suite of software solutions. In 2002, we changed our name to Dancik International, Ltd. to reflect the growth of our international reach (with customers in Canada, Australia, Bermuda, and South America).

Dancik International is still owned and operated by its original President and founder, Mitchell Dancik, and is managed by a professional team with decades of tile and flooring industry experience. Dancik International continues to operate a profitable, debt-free, and growing business.

Focus

We only serve customers in the ceramic tile, natural stone, floor covering and home décor industries. As the leading provider of industry-specific software solutions to these customers, Dancik International maintains active membership in the same industry associations our customers belong to: Ceramic Tile Distributors Association (CTDA), Tile Council of North America (TCNA), North American Association of Floor Covering Distributors (NAFCD), Floor Covering Business to Business Association (fcb2B), and World Floor Covering Association (WFCA).

In addition to maintaining membership in these associations, Dancik International also sponsors industry events such as the CTDA Management Conference and the NAFCD Annual Meeting, and is a frequent and active participant in various industry educational and standards committees.

Get Started Today!

Dancik International can help grow your business. Contact us today to begin a lasting relationship with a proven software and service provider.

Contact Dancik International

By phone
919.379.3800

By email
info@dancik.com

"After many years on a competitive system, our staff was skeptical as to what benefits Dancik could provide. In a short time, both our staff and our customers were the recipients of the many advantages that Dancik offers, and we were measurably able to provide both improved Customer Service and maintain higher control of our operations."

Harold Sanger, President
AMC Tile Division of ISC Surfaces

Overview of Dancik Software Solutions and more >>



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Software Applications

Rich Solutions

Dancik Enterprise System (DES) provides a single, affordable solution for managing your entire flooring business – from sales and customer relationships to operations and accounting. With Dancik Enterprise System, your business can streamline operations, act on timely and complete information, and accelerate profitable growth. DES was built from the ground up for the tile, stone and flooring industry, and is rich in functionality that addresses every nuance of your business.

Dancik Selection Sheet Manager® (SSM) enables you to track every showroom customer's selection(s), follow up when required, and increase your closing rate. Selection Sheet Manager removes the need to hand-write or hand-extend selections. Locate a selection, regardless of which store or showroom originally handled it. Find selections based on nearly any criteria - customer, salesperson, contractor, designer, builder, architect. Selection Sheet Analysis allows you to see which products are selected the most and which selections need follow-up, and why.

Dancik Integrated Warehouse Management System (IWMS) is an extension to the standard warehouse management capabilities found in the Dancik Enterprise System. Dancik IWMS is the only industry-specific tier-1 warehouse management system that enhances storage utilization and inventory accuracy, while reducing manpower required to perform warehouse tasks. Consider Dancik IWMS if you need to achieve a totally paperless warehousing environment where the software directs all labor activities.

Dancik Décor 24® provides an 'out of the box' e-commerce solution that can be used to extend your sales reach. Dancik Décor 24 is an Internet-based, shopping cart solution that allows your terms-based customers to do business with you after hours when your 'bricks and mortar' locations are closed.

Dancik RADAR is an advanced way to view, analyze, and manipulate the data contained in Dancik Enterprise System. With this fully-integrated and very powerful add-on module, you can instantly analyze the profitability of your customers, sales staff, branch locations, and products. RADAR also allows you to establish and view Key Performance Indicators that are unique to your business, with the benefit that performance management reporting is more timely and meaningful.

Dancik Image Builder® is a visual merchandising solution that renders actual photographic images of your products in a variety of rooms and settings. Image Builder automatically suggests complementary products such as borders, medallions, accents and trim - adding to each sale and to the bottom line. Image Builder can be used in your showrooms, on your web-site, by your sales force, for in-home consultations, and in residential or commercial settings. As an added plus, Image Builder can also be integrated into our Décor 24 and Selection Sheet Manager software offerings.

Dancik Channel Management Solution (CMS), provides a powerful and fully integrated solution that can help you automate the business relationships you maintain with your suppliers and dealers. CMS adheres to the fcb2B Standards, and enables Dancik users to offer their customers and suppliers the same electronic data interchange (EDI) services as those offered by the industry's largest suppliers and manufacturers.

"Our partnership with Dancik is all about profitable growth. We have a fully-integrated solution that not only provides the real-time business data we need to succeed today, but also the adaptability to evolve our business to meet a changing marketplace. We are continually striving to reduce waste, improve operational efficiency, and be more flexible and effective to better serve our customers. We view our Dancik solution as a strategic asset in achieving these goals."

Raymond Mancini, Jr., President and CEO
United Distributors Tile Group

Professional Services and Support Commitment >>



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Professional Services and Support Commitment

Professional Services

Professional Services are a key part of our comprehensive approach to helping you address operational challenges in your business. At Dancik International, we firmly believe that when technology is combined with the right services and training, an organization can maximize the value of its technology investment.

Our Professional Services solutions are:

- Aligned with strategic industry trends;
- Technology-enabled to lower cost and risk;
- Flexible to meet your specialized needs.

Whether you require short-term, project-specific consulting, or broad-scope, strategic business and technology solutions, Professional Services has a service offering to meet your needs.

Our services include system audits (accounting, operational, and technical), enhanced education and training on Dancik software applications, custom application development, and a variety of technical services.

Support Commitment

We have the largest team of software support specialists serving the ceramic tile, natural stone, and flooring industries.

Our staff's constant exposure to the leading firms within the industry, both through new customer acquisition and existing customer service, continues to improve Dancik International's knowledge base and skills, resulting in a world-class service experience.

Our support commitment encompasses the services your firm would expect from the industry's leading software provider, including: software implementation, training and deployment, and software remedial and preventative support services.

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"Florida Tile has been able to simplify its business operation by combining both its direct shipment and branch operations business onto a single Dancik Enterprise computer system, and by using Dancik's centralized item and customer master [files], and their precise replenishment capabilities. We've also been able to simplify our pricing maintenance by using their advanced pricing features. The Dancik Enterprise System has some of the best Prism features, including interactive keyword search, while adding new features such as automatic order acknowledgements, easier cash management, and a richer reporting environment. The Dancik support staff responds quickly with problem resolutions and Dancik's Automated Update process makes it very easy to update programs as needed. The IBM Power6 platform is a good general use machine with high dependability."

Vincent M. Hughes, Vice President, Information Technology
Florida Tile, Inc.

Technology, Simplicity, and Re-investment >>



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Technology

Dancik applications run on the IBM POWER6 family of servers — which feature the world's fastest computer chip. This advanced computing platform makes it possible for our applications to run faster and be more responsive, which can result in competitive business advantages and higher customer satisfaction.

The IBM POWER6 server provides advanced features that deliver near-continuous application availability. As the most popular business-class server in the world today, the IBM POWER6 server provides a scalable, virus resistant platform that requires minimal in-house IT support and offers the industry's lowest Total Cost of Ownership.

Simplicity

All system modules in Dancik applications are completely interactive, web-accessible, and include a user-friendly interface with pop-up windows, pull-down menu bars, and easy-to-read screens.

Unlike other solutions, Dancik applications do not require separate database, reporting, printing, or terminal control servers to operate. Dancik applications also use an 'ultra-thin' client technology, thereby allowing simple to deploy, low-cost personal computers to be used as the principal terminal device for each end user.

Re-investment

Dancik International's current applications are the result of over 25 years of continuous re-investment in technologies and solutions that support the evolving distributor, retailer, design center, and manufacturer business models found within the ceramic tile, natural stone, and flooring industries.

Every year, we develop and integrate substantial feature / function additions to our products, and distribute these in a fully-automated and non-disruptive manner at no additional charge to all customers with a current Dancik Service Agreement in place.



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