

Solutions

for wholesale distribution

TR\N\TY



Business Solutions for wholesale distributors

In Wholesale Distribution success has always depended on building successful relationships with customers and suppliers whilst maximizing sales opportunities and minimizing operating costs. Computer systems have helped by simplifying processes and eliminating errors.

Increasingly however, competitive pressures require wholesale distributors to be innovative and forward thinking in the search for new ways to deliver excellent customer service without sacrificing profit margins. Selling and buying product more effectively, controlling it more accurately in the warehouse and getting it to the

customer on time but at a minimum cost can no longer be left to inflexible systems that have failed to move with the times.

These issues point to the need for wide-ranging, functionally rich IT solutions that address the need for increased sophistication whilst simplifying the user experience. Additionally the consultancy and support services that are so crucial to the effective implementation of IT need to be industry focused and capable of helping companies achieve maximum value from their investment.

Maximise revenue minimise costs



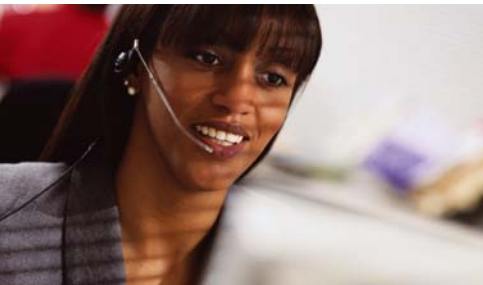
Trinity Computer Services

Trinity Computer Services Ltd has a 25 year pedigree of successfully implementing solutions in the Wholesale Distribution sector. Our in-depth understanding of the challenges and opportunities faced by wholesalers is reflected in IT solutions that combine market leading innovation from Microsoft Dynamics GP with industry specific functionality for distribution.

Microsoft Dynamics GP offers a wide range of business applications and services for mid-market companies.

These applications address the requirements for

end-to-end business processes across Financial Accounting, Distribution, Retail, e-Commerce, Manufacturing, Human Resources & Payroll, Supply Chain Management, Business Reporting & Analytics and Customer Relationship Management. Highly scalable and capable of being modified by the customer without affecting core programs, Microsoft Dynamics GP software provides unbeatable flexibility that supports both business growth and changing business needs.



Trinity solutions

features and functionality

Sales Order Processing

Any company focused on improving and developing customer relationships needs to ensure that the sales process is managed effectively. This is as much about company culture as it is about computer systems, but there is no doubt that the right system can help. Trinity recognise that software in the Sales Office needs to make the trading experience a positive one for both the customer and the order taker. This means ensuring a quick, accurate and knowledgeable response to customer requests for information, while also encouraging the sales people to be proactive and sell effectively.

FEATURES:

- Proactive call scheduling and diary management
- Telesales contact analysis – call outcomes and statistics
- Detailed date based contact history
- Campaign based call schedules
- Lightning fast order entry
- Improved order accuracy through unlimited buying lists and templates
- Unlimited product search via catalogues and any product feature
- Prompting order takers to 'sell up' based on customer buying habits
- Alerts for 'missed' products based on order pattern history
- Instant access to product and customer information
- Alternatives and substitutes based on availability, margin, price etc
- Linked products
- Low margin alerts for order takers and (remote) senior managers
- Recording and reporting of lost sales
- User configurable order entry screens

Comprehensive Pricing

- Customer specific prices
- Buying group price contracts
- Short-term price promise
- Quantity break pricing
- Product price groups for fast set-up
- Unlimited price lists
- Online price negotiation
- Automatic prompting and handling of promotions
- Current and past price history
- Over riders and retros
- Whole order discounts

Complete Stock Visibility

- Highly configurable stock catalogues with 'explorer' views of data
- Available to promise
- Multi-depot visibility
- Sell from any depot/ship from any depot
- Serial number tracking and batch traceability
- Back-order control
- Product specifications and images online
- Make to order
- Direct deliveries
- Back to back orders – sell, source, ship
- Catchweights
- Deposits

Links to Other Modules/Technologies

- CTI
- e-commerce – both B to B and B to C
- Order entry via mobile handheld devices
- Web based order entry
- Interface to CRM
- EDI
- Bill of materials
- Product configurator
- Trade counter
- Retail POS

Picking & Despatch

Tightly controlled Picking and Dispatch routines are central to ensuring that customers get their orders delivered on time. Dynamics GP from Trinity includes highly configurable pick/pack/ship routines that allow companies to choose despatch routines that suit precisely their preferred way of working. Fully integrated Automated Data Capture solutions are available and widely installed. Additionally Dynamics GP is fully integrated with a number of 'best of breed' Warehouse Management systems.

- Multi bin
- Bin sequenced picking
- Consolidated picking by load or picking wave
- Picking wave generation
- Workflow
- User defined document status tracking
- Load scheduling
- Vehicle load planning and drivers manifest
- Journey management

Links to Other Modules/Technologies

- Warehouse management
- Automated route planning
- Mobile automated proof of delivery

Inventory Management and Purchasing

In wholesale distribution there are some key objectives that are critical to success. Optimising inventory investment to provide excellent service levels whilst ensuring that capital is not needlessly tied up in overstock is fundamental.

Microsoft Dynamics GP provides a series of increasingly sophisticated Inventory Management solutions that match the specific needs of mid-market distribution businesses.

For larger organisations with complex requirements, a Demand Planning and Forecasting system using statistical analysis techniques can be implemented to help optimise inventory. Non-statistical forecasting methods may be employed for less complex purchasing environments with a fully featured replenishment system.

FEATURES:

- Re-order level management
- Supplier price lists
- Automatic purchase order generation
- Vendor performance
- Fast receiving
- Invoice matching
- Supplier part number
- EDI
- Back-to-back purchase / deliveries
- Landed costs



Financial Accounting

It is no longer sufficient for accounting software to simply mimic the bookkeeping practices of old. To truly benefit from computerisation, financial systems need to reflect the operational realities of a distribution business. Microsoft Dynamics GP Financials provide business managers and 'knowledge users' alike the ability to intuitively interrogate data via 'drill-down' and 'drill-around' inquiries and to access information without having to continuously move between programs.

FEATURES:

Nominal Ledger

- Comprehensive integration and information access
- Up to 367 financial periods per year
- Standard, unit, fixed and variable allocation accounts
- Flexible management reporting with graphic quality output
- Easy copy and create facilities for rapid chart of accounts development
- Complete drill-down to individual transactions
- Easy budget creation
- Multiple journal facilities
- Account level security
- Multi-dimensional analysis across a range of accounts

Sales Ledger

- Unlimited addresses per account
- Minimise debtors with powerful credit control
- Fast customer set-up
- Fast flexible posting procedures

- Powerful online credit control
- Integration with Front Office for sending statements, copy invoices, overdue letters
- BACS facility

Purchase Ledger

- Un-posted invoice tracking
- Fast supplier set-up
- BACS facility
- Fast flexible posting procedures
- Fully integrated with purchase order processing
- Automated payment routines
- Complete allocation tracking history

Links to other Modules/Technologies

- Cashbook
- Bank reconciliation
- Multi-currency management
- Fixed assets



Inventory Control

Dynamics GP provides in depth flexibility for the maintaining and recording of stock information. Easy to use stock catalogues can be synchronised with 'off-line' Excel spreadsheets allowing data updated quickly and easily with comprehensive audit trails.

FEATURES

- Fast item maintenance
- Serial/Batch numbered products with full traceability
- Split-pack management
- Unlimited product notes
- Multiple products codes/customer codes/supplier codes
- Comprehensive unit of measure schedules
- Kits
- Multiple costing methods and fast cost updates all date controlled
- Fast/slow moving lines
- Bill of materials

- Item life cycle
- Non-stock and service only products
- User defined inventory screens / fields
- Lot control with user defined dates
- Catchweights with dual inventory tracking
- Multiple categories of stock
- Weight and volume

Links to Other Modules/Technologies

- Warehouse management
- Transport systems
- Manufacturing

e-Commerce

Until recently e-commerce was synonymous with the taking of orders via the Internet and little else. Today's e-commerce has the potential to permeate every aspect of the business, driving up revenue and pulling down costs. In a fast turn-round distribution business where order volumes are high and the only useful information is up-to-date information, the ability to transact and share information over the Internet can be critical to continued business success.

- Integrated supply chain allows online checking of supplier stock availability allowed by electronic order placement
- Improved accessibility to important information for customers within a secure environment eg online price lists, statements, order status information, sales data

- Online transactions eg allow customers to place orders and make payments, request collections
- Keep the sales team up-to-date by enabling total mobile access to the system
- Cut costs by replacing expensive mailings with e-communication to customers eg statements, promotional offers, copy invoices
- Reduce administrative costs – allow posting of expenses, employee timesheets and internal purchase requisitions via a browser
- Business alerts that automatically brief the people who need to know about critical events in the system by e-mail or even direct to a mobile phone



Management Information

Practically all computer systems store a wealth of transactional data in the underlying database, but historically it has never been easy to turn this data in to meaningful information. The use of specialist software tools has become increasingly commonplace, but such systems can be expensive to buy and implement. In contrast, Microsoft Dynamics GP software provides a range of easy-to-use Business Intelligence solutions that exploit the inherent strengths of the SQL database, providing an inexpensive way to turn business data into business knowledge.

- Extensive report library written using the standard Microsoft Dynamics GP Report Writer. This tool allows users to amend and re-design all standard reports as well as write new ones
- SQL database enables easy access to data using a whole range of industry standard products such as Crystal Reports and Microsoft Reporting Services

- Smartlist tool allows users to generate sophisticated on screen enquiries and store them in personal dictionaries for ongoing use. Export to MS Office tools such as Word and Excel at a single touch of a button
- Powerful OLAP (data cube) based interrogation – not just for sales but potentially every aspect of the business from cashflow to vendor performance. Ready built data cubes allow the user to interrogate the data intuitively to investigate trends and exceptions
- Flexible Management Reporting – use the world-leading FRX reporting tools to build management report packs that feature web-based viewer and drill-down for the management team, multi-company consolidation and instant drill-through to originating transactions in Microsoft Dynamics GP, as well as comprehensive budgeting and forecasting tools

Adaptable Technology

The flexibility of design offered within Microsoft Dynamics software provides extensive facilities for users to configure and develop their systems to meet the exact needs of the business, without affecting the core software and its ability to be easily upgraded.

Modifier

- Change window layouts
- Add, remove or simply re-arrange fields
- Change the look and feel via fonts, sizes and colours
- Change simple business rules eg make fields secure, mandatory etc
- Re-label fields to conform with business terminology

Report Writer

- Write new reports with the option to base on existing reports
- Full design to unlimited fonts, pictures and graphics
- Crystal Report writer
- Amend any of the existing reports – add, remove or re-arrange data

Business Alerts

- Build early warning systems
- Trap exceptions based on company business rules
- Output by report, e-mail, or to mobile phone

SmartLists

- Web-enabled solutions for access on the road or at a customer site

- Intuitive tool for end-users
- Write on-screen enquiries with filters, sorts, etc
- One click transfer of data to MS Front Office

VBA

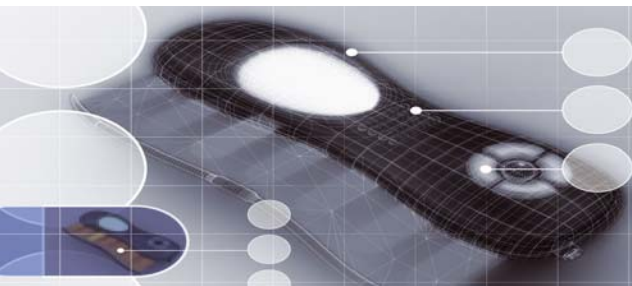
- Industry standard VBA as found in MS Office
- Add a whole new layer of business logic without touching core product

Front Office Integration

- Wide variety of tools to facilitate easy exchange of data with Front Office tools
- Macro writer
- Integration assistant for Excel – update Microsoft Dynamics GP direct from spreadsheet
- One click integration with Microsoft Dynamics GP SmartLists

Extender

- Attach new fields to existing master records or transactions right down to line level
- Add new fields to the database quickly and easily
- Specify data type, validation, look up



Future Proof Technology

Built for future-facing organisations, Microsoft Dynamics GP software architecture is designed to consistently deliver the latest and best advances in technology, to ensure that the business benefits of technology change are available to its users, as and when they are required. As 'Interconnectivity' – real-time access to information any time, any place, on any device – becomes increasingly important to business users, distributors will be confident in the knowledge that Microsoft and Trinity are committed to remaining at the forefront of technology.

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