

prodware  
adjust

WHOLESALE  
DISTRIBUTION

 Microsoft Dynamics

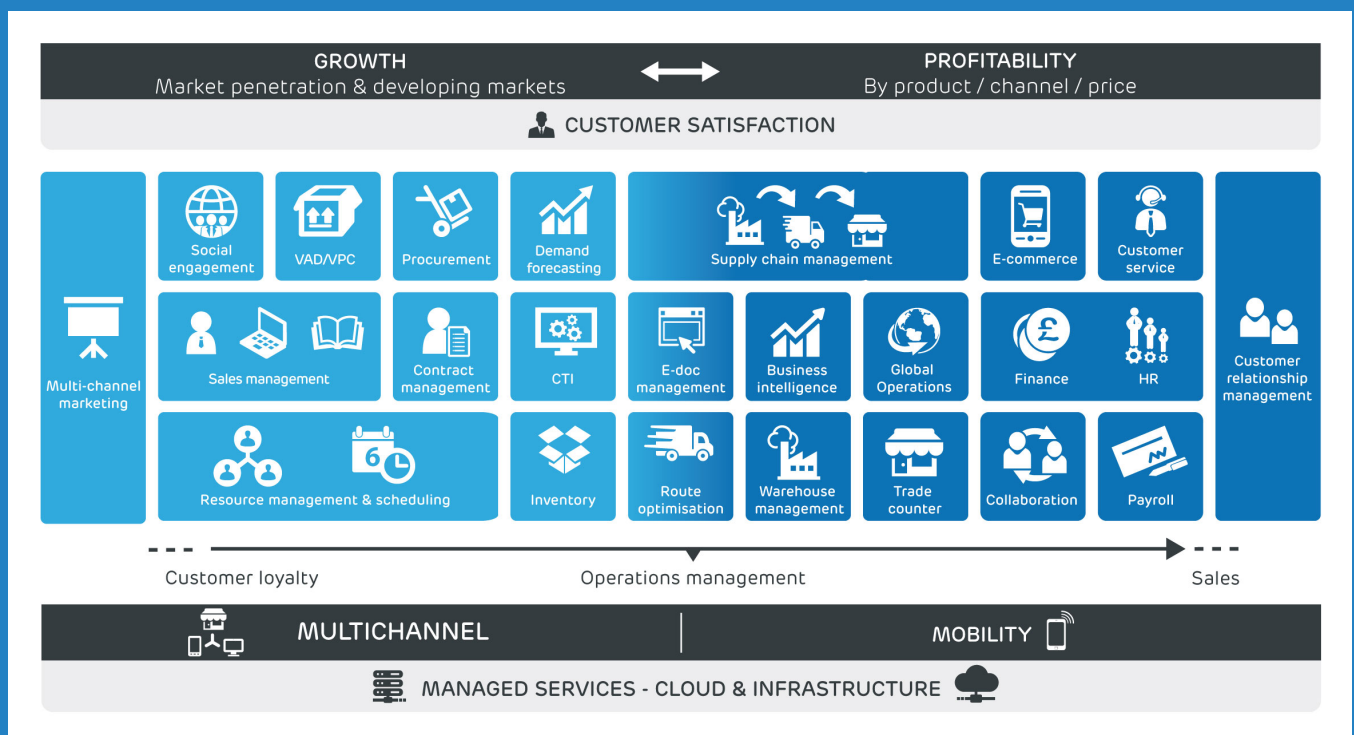
prodware<sup>+</sup>



# Our research and development strategy: to be the most innovative IT solutions integrator

"Prodware's software development strategy is centred around the leading ERP platform, Microsoft Dynamics, enhancing it with innovative solutions to fulfil business requirements and the needs of specific industries."

Alain Conrard  
General Director - Prodware  
CEO - Prodware Group



\*ERP(EnterpriseResourcePlanning)orIMS(IntegratedManagementSoftware)isasoftware suiteenablingacompanytomanageitswholerangeofoperationalprocesses,byintegratingallofitssystems such as commercial management, logistics, operations, sales, marketing and customer relationship management (CRM), regulations, its website and, also, human resources management, accounting and financial management.

\*\* The solutions Certified for Microsoft Dynamics (CfMD) are subjected to rigorous testing proving their accordance with the highest standards, established by Microsoft for its partners.



## Prodware adjust Wholesale Distribution is ERP software, built on Microsoft Dynamics, designed for distributors to optimise their day-to-day operations

Whether their focus is on the final consumer or on B2B, they are having to cope with growing constraints which reduce their margins and lead to a demand for high-quality service. Changes in consumer behaviour, increasingly demanding purchasers and the emergence of new distribution channels accentuate that trend.

To face up to these new challenges, operators in the Distribution fields have to show a remarkable capacity for innovation and great flexibility in the pursuit of a carefully controlled and managed strategy.

The tools companies use are able to support them in areas as varied as:

- > Setting up new distribution channels (such as shops, e-commerce, call centres and mobility)
- > B2B (restaurants, communities, central kitchens and dealers)
- > Stock and purchasing optimisation while improving rates of service
- > Fine-tuned management of a company's business and margin visibility
- > Streamlining of sales processes (from taking of orders to invoicing)
- > Establishment and monitoring of trading conditions and promotions
- > Creating customer loyalty

### Prodware adjust rounds off Prodware's product range:

#### + Core Solutions

Incorporation and adjustment of Microsoft Dynamics

#### + Innovative Solutions

Designing ground-breaking, high value-added solutions for specific trades and industries to enhance the performance of existing platforms.

#### + Service Solutions

Advice and support in integrating, hosting and financing solutions with proactive management.

## Your six selection criteria

To guide you towards the right solution for your business

### ✂ Functional Coverage

There is a wide variety of business software solutions but each company has different characteristics and needs. It is important to check that your Business Solutions partner meets your requirements through its industry solutions and industry know-how.

### ✂ Technology

Choosing the right platform is an important consideration. There are more choices than ever; Microsoft, Oracle, Apple and even Google/Linux. Considerations include familiarity, longevity, innovation and security.

### ✂ Innovation

Cloud, mobility, collaborative portals and social networks have become essential to business productivity and market penetration. They allow you to communicate with customers, suppliers, partners and employees in a simple, intuitive, seamless and secure environment.

### ✂ International availability

Only some ERP solutions are specifically designed with the requirements of international companies in mind. You should check that your geographical and linguistic needs are available in the packages you evaluate.

### ✂ Application structure and data

Application solutions vary technically in many respects. It is important to understand the principles and constraints if you want to fulfil your requirements, for example: single instance, multi legislation, multi-company.

### ✂ Project methodology

Recent surveys show that ERP and CRM projects generally fail; they are late, run over budget and do not achieve the users original vision. Understanding the main reasons behind the lack of success, and having a methodology that tackles those challenges head-on will ensure your project is one of the successful ones.

## Prodware adjust Distribution

Today's globalised market means the Distribution industry has to display great day-to-day responsiveness. Controlling and optimising purchases, stock distribution networks, logistics - all these are vital parameters in an extremely competitive industry. Prodware offers you a solution which handles all these constraints: a ready-to-use software package which is efficiently integrated and deployed by Prodware. [Discover all the advantages of industry-based software, while benefiting from the technology and rich functionality of an ERP leader.](#)

NAV

Microsoft  
Dynamics

CRM

Microsoft  
Dynamics

### ✍ Key features

- > Management of purchases - sales - stocks
- > Dealer and customer management
- > Product catalogue (items): file record, range, type
- > Forecast management
- > Listings management
- > Management of trading conditions, prices, charges, RFAs
- > Production management and proactive forecasting
- > Supply chain management
- > Restocking optimisation
- > Net Requirements Calculation (NRC)
- > Quality monitoring, checks for non-compliance
- > Leasing business
- > Electronic Data Interchange
- > Decision-making tools
- > Availability on mobile terminals

### ✍ Comprehensive industry software

As an "all-in-one" program, Prodware adjust Distribution covers the key trading functions: purchases, traceability, quality control, logistics, distribution, trade, marketing, finance etc.

Prodware adjust Distribution offers a tool which tailors itself to your business and provides a perfect response to market requirements: buying, selling on the best terms and in sufficient quantities, communicating with customers and suppliers, keeping flows, information exchanges and barcodes under control, being responsive and adopting a flexible yet powerful price management system, managing stocks effectively etc.

## ebusiness

### suite by prodware

Flexible, wide-ranging, adaptable and natively integrated into ERP, eBusiness Suite is a single solution which meets all the requirements of B2B and B2C trading.

- > Native ERP connectors
- > Dedicated tool for upgrading product-marketing information
- > Simple, intuitive administration
- > Sustainability of a solution based on Microsoft standards
- > Profile and identification management
- > Research management and navigation universe
- > Shopping basket and preference list management
- > Monitoring of orders, history and budgets

E-Business Suite supports you in your strategy for Internet dominance, while ensuring there is perfect consistency with your Information System.

## mobility

### suite by prodware

The perfect add-on to your Information System, Mobility Suite enables you to optimise your flows, increase your productivity and reduce the number of recalls by equipping your itinerant forces effectively and intuitively.

Designed to equip your deliverers, your service technicians or your salespeople, Mobility Suite enables you to supply your workforce with all the information needed for the management of approaches to and calls on your customers (taking orders etc.).

Mobility Suite, which can be carried across multiple platforms and natively integrated into your ERP, enables you to upload and use information where you need it, while supervising and optimising your teams' movements.

A white icon of a forklift on a blue background, representing warehouse logistics.

## WMS

### suite by prodware

Comprehensive physical management solution for logistical flows integrated natively into your ERP.

WMS Suite is a module which physically manages logistical flows in the warehouse and is multi-company, multi-depot and multilingual.

From delivery to storage, from order preparation to dispatch, WMS Suite manages and optimises locations and siting and enhances traceability by radio.

WMS Suite uses barcode printers, embedded computing and EDI.

A white icon of a laptop with a signal wave, representing CRM and field sales.

## Microsoft Dynamics CRM

Microsoft Dynamics CRM automates your itinerant Sales force (SFA) so that your business strategy can be applied in the field.

- > Identifying sales opportunities and growth potential
- > Profiling and intelligence on social networks
- > Building customer loyalty
- > Graphic organisation chart
- > Positioning
- > Sales cycle management, weighting
- > Simplified inputting of quotes and opportunities, in accordance with contracts
- > Catalogue management (items, images, products)
- > Organising records of meetings
- > Dashboards for monitoring sales activity
- > Marketing operations
- > Customer Services

## The Services we offer

Implementation methodologies adapted to your requirements



USE PROVEN BUSINESS APPLICATIONS.  
OPTIMISE COSTS AND IMPLEMENTATION  
TIMESCALES



Business applications  
Deployment Methodology



DEPLOY A CUSTOMISED SOLUTION  
BASED ON YOUR INDUSTRY'S BEST PRACTICES



Project Deployment  
Methodology



DEPLOY BUSINESS SOFTWARE INTERNATIONALLY,  
CONSOLIDATING YOUR INFORMATION AND  
KNOW - HOW



International Deployment  
Methodology



SIMPLIFY YOUR UPGRADE AND BENEFIT  
FROM THE LATEST FEATURES TO INCREASE  
YOUR PRODUCTIVITY



Upgrade  
Methodology

### Choose the help, training and service levels which suit you

✂ **Training and Help** to make your workforce more productive and support their skills enhancement - Online or on site.

✂ **Application Management** to steer your workforce towards value-added tasks with a guaranteed minimum security level.

✂ **Financing**  
Prodware offers you tailored financing contracts which satisfy individual needs and constraints.

With more than 10 years' experience in this sphere of activity, Prodware has designed a suite of products and services especially for Distribution professionals.

- > Software integration
- > Dedicated hardware integration
- > Return management
- > Infrastructure support
- > Support for shops and central services
- > On-site support



## Some of our distribution clients



Imperial Automotive is the largest importer and distributor of crash repair parts in the UK. These parts include Aftermarket Car Parts, Replacement Car Panels, Original Equipment Sourced Parts and Genuine manufacturer's parts.

Prodware is committed to helping distribution companies like Imperial Automotive upgrade with confidence, by delivering a comprehensive concept and business solution. Moreover, by providing consistent product releases, cost effective deployment and ease of implementation, Microsoft continues its undertaking to help customers transform their business.

Johnathan Revell, IT Director, comments, "The positive impact we have received from upgrading to Microsoft Dynamics NAV 2013 allows us greater visibility and accuracy through the business, resulting in a more streamlined and competitive organisation."



Based in Birkenhead on the Wirral, Salons Direct is a proud family-owned business and is one of the leading UK stockists of professional hair and beauty supplies.

Steve Hill, Finance Director at Salons Direct explains, "With 40,000 square feet of premises which includes four picking and packing warehouses, we needed a system that would be more flexible and ensure visibility across the business." He continues, "The system would also need to integrate with our call centre, marketing and design department, and our flagship superstore and furniture showroom."

Microsoft Dynamics helps improve margins and enhances the bottom line, generating cash to drive business growth, helping Salons Direct to shape its own future. Steve Hill concludes, "Upgrading to Microsoft Dynamics NAV 2013 means we will take full advantage of the new features and functions available and ensure we have a platform to build our business in the future."



Reginox develops, manufactures and sells sink units for a growing national and international client base. Manufacturing takes place at the company's headquarters in Rijssen, the Netherlands. Reginox distinguishes itself with original and innovative sink units.

Reginox was very keen to gain better control and visibility. Accurate management reporting is instant and this has helped the company enable better stock availability, while reducing overall inventory.

The system also provides a much clearer idea of the buying and selling prices of products, which means it can manage and control margins more effectively. In a competitive business, this makes a huge difference to the UK's overall profitability.



## Prodware in figures



174,8 M€  
TURNOVER



1,425  
EMPLOYEES



N°1  
MICROSOFT DYNAMICS  
(EMEA)



+19,000  
CUSTOMERS



15  
COUNTRIES



LISTED ON ALTERNEXT  
(ALPRO)



42  
OFFICES

Founded in 1989, Prodware Group is a major player in IT services integration. It is located within a specific niche, tightly combining IT mastery and business management expertise. Its directors, themselves from management and IT backgrounds, have made it clear from the very beginning that they want to assist company managers by providing high-value-added service and advice.

Faced with constant technology changes, the Prodware teams are ever ready to suggest a global services offering to meet your requirements.

However large or small your company is and whatever requirements you have, Prodware has grouped teams of professionals together to bring you exactly the right answers.

PRODWARE HAS ESTABLISHED AN INTERNATIONAL DIVISION TO DELIVER THE SAME HIGH-QUALITY SERVICE ACROSS THE WORLD. OUR INTERNATIONAL SUBSIDIARIES AND OUR GLOBAL ALLIANCE NETWORK ENSURES THAT YOU CAN DEPLOY YOUR SOLUTION IN MORE THAN 75 COUNTRIES.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

# Prodware's global coverage



[www.prodware.co.uk](http://www.prodware.co.uk)

UK Information : +44 (0) 161 705 6000  
International Information : +33 (0) 979 999 795



## Prodware (UK) Limited

Prodware House, Waterfold Business Park, Bury,  
Lancashire, BL9 7BR - [info@prodware.co.uk](mailto:info@prodware.co.uk)

