prodware

Wholesale & Distribution

Provide great customer service, protect your margins and stand out from your competitors in distribution.

If you operate within the wholesale and distribution industry you will recognize these challenges and subsequent need for best practice :

"We need to be able to control and improve our margins, so we need a better view on our full financial picture throughout the supply chain."

"Our sector is changing in the digital age, with new competitors emerging and customers demanding more from us."

"We need an easy to use system to boost productivity that works within my existing Dynamics system but meets my specific industry needs."

Why choose Prodware to support your distribution needs in Dynamics 365 for Finance and Supply Chain Management?

As a Microsoft partner, Prodware has developed and implemented Dynamics 365 and AX projects across Europe within the wholesale and distribution sector.

Our experienced R&D team work closely with our clients to develop additional functionalities that suit their needs.

Prodware Wholesale & Distribution is a vertical end-to-end solution based on Microsoft Dynamics 365 Finance and Supply Chain Management:

- Simplify your management of customers, products or supplier data repositories (cloning, hierarchical information, product life cycle ...)

- Tighten integration of your supply chain information flow (EDI exchange, ordered by, delivered to ...)

- Boost stock control with warehouse management functionality that integrates with the rest of your business to inform sales, finance and procurement

- Deliver optimal customer experiences with fast order entry and accurate pricing information

- Boost productivity and minimize manual intervention throughout the organization with more automation on repetitive tasks

Improved strategic management and operational activity
Maintain a single view across the business with client, product & logistics hierarchies.

Increased control of supplier policies
Streamline and optimize supplies, management of price discounts, royalties, promotions and invoicing integration.

Better management of customers and distribution networks
Achieve a holistic view of the customer relationship, identify trends and adopt best practice.

More control on purchasing and supply processes
Integration of inventory, sales and financial information for improved information flow. GLN validity controls. Referenced products controlled (triggers, blocks and warnings) to push through to sale.

Supply chain optimization
Control logistics overheads with the transport cost management functionality. Trade agreements in place (rate decrease by level and by customer).

Enhanced planning to improve customer service
With customer information managed with common inherited data and multi-level commercial organisation of stats available. Pricing statistical cascades managed and viewed in order entry (gross/net).

Optimal productivity of system users and administrators
Increase employee productivity through automization of manual tasks and optimization of fast order preparation.

Improved financial visibility to control cash-flow and margins
Forecast and control sales and budgets with MRP and CBN integration, working with minimum, maximum and average parameters for compliance.

What's included? Choose the Essentials or Advanced Pack...

Wholesale & Distribution

Essentials ◀◀◀   ▶▶▶ **ADVANCED**

Essentials
- Expense management by level
- Referencing customer and vendor
- Close customer sale order
- Set up «Ready to invoice»
- Batch & serial n° creation
- Lauch picking - picking condition
- Transport cost management

- Copy released product
- Item Lookup on sales & purchase order
- Memo-Item, Cust & vendor
- Product filter with attribute selection
- Franco port & mini order
- Purge remaining delivery
- Close sales order automatically

- vendor auto evaluation accelerator
- PO quantity allotment accelerator
- transport cost accelerator
- sales kits accelerator
- item life cycle accelerator
- rebate accelerator
- transit automation accelerator

ADVANCED
- Customer channel
- Customer Hierarchy
- Trade agreement improvement
- Quick sales
- Margin display on sales orders
- Logistical flow

The Wholesale & Distribution Essentials pack includes:

PO quantity allotment accelerator

Contracts with suppliers sometimes force us to split proposals for supplier orders with distribution rules.
The accelerator provides additional functionality that allows the user to manually perform this split of planned orders:

- Registers split rules by vendor
- Split automatically into MRP post-processing
- Control delays before splitting

rebate accelerator

Apply retrospective discounts via credit notes at the end of the financial period

- Identify different rebate contracts with different percentage levels
- Dynamic generation of provisions attached to financial transactions and contracts
- Identification of invoices that fall within rebate contract frameworks

item life cycle accelerator

For companies that have a significant amount of SKUs (articles) and need to manage, control, trace and structure data input and updates. The accelerator helps to:

- Organize and simplify data input
- Generate traceability via an audit trail of all data modification and inputs

Available for both the product and released product.

transport cost accelerator

Simplify and add extra flexibility with managing your logistics contracts.   Set up your transport costs with the ability to build in exceptions depending on route, supplier etc.

sales kits accelerator

This functionality boosts productivity and customer experience by prompting the order-taker to select the kit components straight out of stock at point of order...
The solution works with the BOM product lines and assemblies. Users can also choose the selling price of the kit (value of the kit or sum of components).

transit automation accelerator

Incoterm helps define who bears the costs and risks when routing goods during the purchase.
In the case of large imports with key delivery times, you can follow this physical process by breaking it down in 3 steps:

- Receipt of the goods in the system at point of goods ownership
- Transit of goods during transport
- Physical receipt of goods in final warehouse destination

vendor auto evaluation accelerator

The manual entry of data in standard Dynamics 365 to assess supplier performance can slow down productivity.
This accelerator helps via the automatic feed of relevant fields from operational transactions, to assess selected vendors' performance. The scoring is derived from six key areas:

- Confirmed time frame
- Requested delivery time
- Quantity delivered
- Complete delivery
- Quality of the goods delivered
- Non-conformance of goods delivered

Plus Essentials functionality also includes:

- Customer and vendor referencing
- Item Lookup on sales and purchase order
- Purge remaining deliveries
- Expense management by level
- Close customer sales order
- Set up "Ready to invoice"
- Copy released product
- Memo – Item, Customer and Vendor
- Manage and initialize variants
- Launch picking conditions
- Franco port & mini orders
- Dispatch purchase charges
- Product filter with attribute selection
- Customer, vendor and product hierarchy statistics

The Wholesale & Distribution Advanced pack includes:

Essentials pack functionality plus:

❯ Customer Hierarchy

❯ Customer channel, with "Order by", "Delivery to", "Invoiced to" and "Paid by" function

❯ Trade agreement improvement

❯ Price list breakdown / Inherited price on sales order / Trade journal improvement (closing and initialize new line) / Free items management / Item group price / Customize general parameters by customer (Date type / Discount Line, Line +multi-line…) / Customer Credit-Insurance

❯ Fast sales order entry

❯ Margin display on sales orders

❯ Logistics process: Cross docking / Drop shipping / Transfer

❯ Surface the rich data you hold with a Power BI workspace with easy access to accelerator data (Trade agreement, Item Life Cycle and EDI) plus ready to go KPI analysis reports such as Revenue by customer, by product, by period and by location; plus Customer profitability and Profitability analysis.

Speak to Prodware about getting your Dynamics 365 system fully aligned with your own business process needs.

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