

Advanced Inventory Replenishment

Totally integrated replenishment forecasting and purchasing for Dynamics GP

Introduction

Achieving the right balance of inventory investment vs customer service is a key goal for any distributor. It requires an in-depth understanding of the business and market conditions. This needs to be backed up with a wealth of information that can be easily interpreted and acted upon by the experienced buyer.

There are essentially four types of information that need to be brought together to make well informed buying decisions.

- Historical Data—sales, lost sales, exceptional sales, vendor performance are all examples
- Forecasts— e.g. planned promotions, new sales contracts, new vendors with different lead times
- User managed policies—such as minimum and maximum days stock, preferred order frequencies and optimum shipment sizes.
- Live information such as current vendor prices, minimum order values, outstanding sales orders.

Trinity AIR brings all of this together in a single environment. Using powerful algorithms it makes sense of your demand history, allows you to manage and import forecasts, provides simple wizard tools to update policies and takes live information into account to provide the best possible decision support for the buyer.

Customer Feedback...

Chadwell Supply is a family-owned company that provides maintenance supplies to the multi-family housing market in Central Florida.

“Our success is based on having the right quantity of the right inventory at the right cost. Trinity’s Advanced Inventory Replenishment has helped us to achieve that...”

..... the extra cash created by intelligent inventory control was unexpected and much needed for our operations”

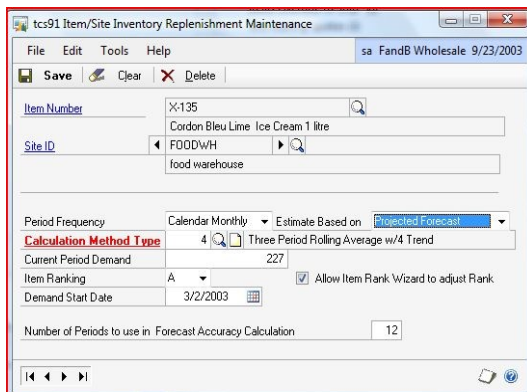
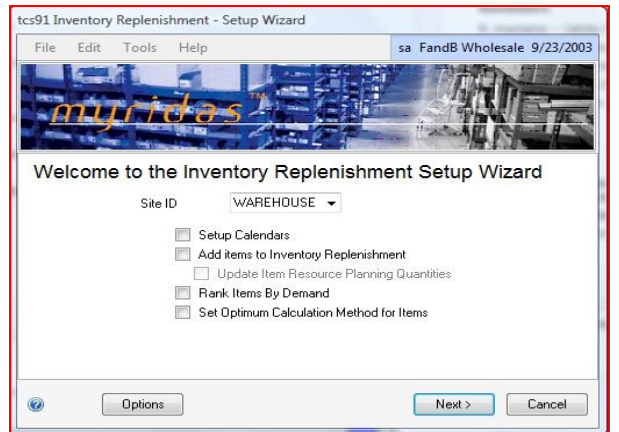
Robert Chadwell President

“ The addition of Trinity’s Advanced Inventory Replenishment makes Dynamics GP really work for us”.

James Chadwell Owner

Key Features

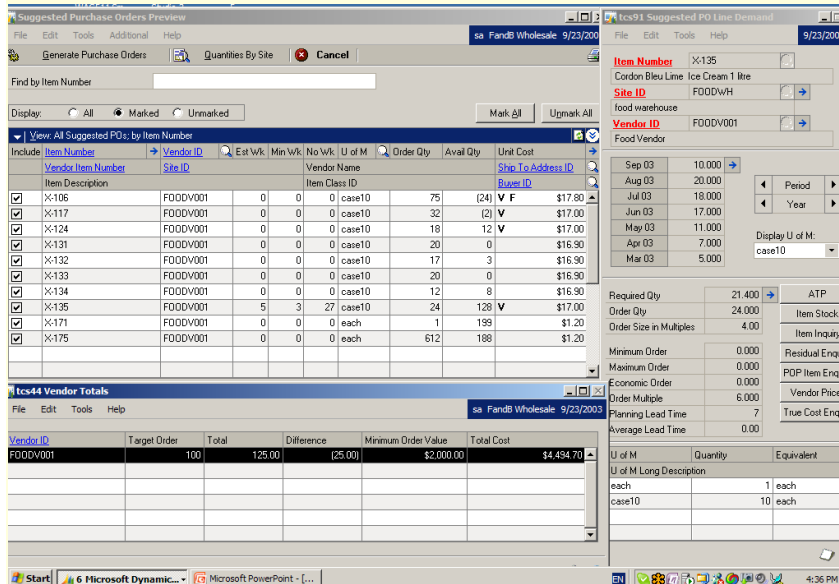
- **Simple Wizard Driven Set Up.** Specify forecast items and use the system to identify fast and slow movers, seasonal items.
- **Demand Recording**—not just Sales but Lost Sales and Exceptional Demand to provide a full view of historical demand.
- **Demand Analysis**—Using thirteen industry standard formulae AIR will identify which method provides the most successful predictor demand for that item
- **Stocking Policy Management**—User specified minimum and maximum days stock per item, class, type or vendor.



- **Forecast Management**—forecasts can be managed off-line by item per customer, salesperson or simply to account for planned promotions. There is a wizard for forecast import and export.
- **Purchase Order Generator Integration**— AIR takes projected demand together with sales forecasts to provide intelligent order suggestions that take account of lead-times and seasonality factors.
- **Buyer Decision Support**— instant access for the buyer to all of the information that can help him to confirm or adjust a recommended order—including order size and price break optimisation.

Application Power

- **Wizard driven tools** mean that it is realistic to regularly update re-order parameters such as re-order point on thousands of SKUs with minimum intervention as well update overall stocking policies with a single instruction.
- **Projected period-specific Demand** means that the system will look not only at what you might be selling next week but what you may be selling in several months time— important when you are dealing with items that are on long lead times from overseas.
- **ABCD Wizard** will quickly identify your fast and sporadic movers giving new insights into which items are critical to achieve high customer service and which ones you maybe shouldn't be holding in stock at all.
- **Reduce Purchasing Costs** by generating optimized, balanced orders that can reduce the number of orders placed.
- **Buy at the right price every time.** The user is alerted to price breaks and to imminent price changes—all based on electronically imported Vendor Price Lists.
- **Exceptional Demand and Lost Sales Management**—means that the buyer is looking at and responding to true demand.
- **Purchase Order Generator Integration**—backed up with exceptional decision support allows your buyer to make better decisions and to make them more quickly with all of the supporting information just a single click away.



- **Residual Inventory and Out-of-stock Monitoring** provide instant feedback on opportunities to reduce inventory investment without impacting service levels.
- **Integrates with Trinity Inter-Site Transfers** module to provide the perfect basis for automated replenishment of satellite warehouses

TRINITY FOR DISTRIBUTION

Worldwide Availability

Trinity solutions are sold and implemented throughout the world by Trinity's partner channel of Dynamics resellers. There are over thirty modules for Distribution, available singly or as part of Industry bundles.

Leading UK Reseller

As a leading UK reseller in its own right Trinity has over twenty years experience of the wholesale distribution sector.

Implementing Advanced Inventory Replenishment

The product is supported by comprehensive documentation including a User Manual a Needs Analysis Questionnaire & Training Plan.

A.I.R. Implementations typically benefit from the involvement of a specialist consultant. We can provide web-based training or put you in touch with a trained US based consultant.

NB Trinity Vendor Price Management is a pre-req for AIR. (VPM discounted by 50% when purchased with AIR).

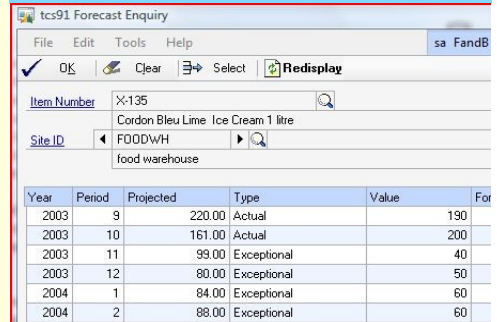
Your next step

If you think that your business could benefit from improved inventory replenishment contact us for a consultation and demonstration.

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Trinity Products are distributed in America by Azox Business Solutions
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