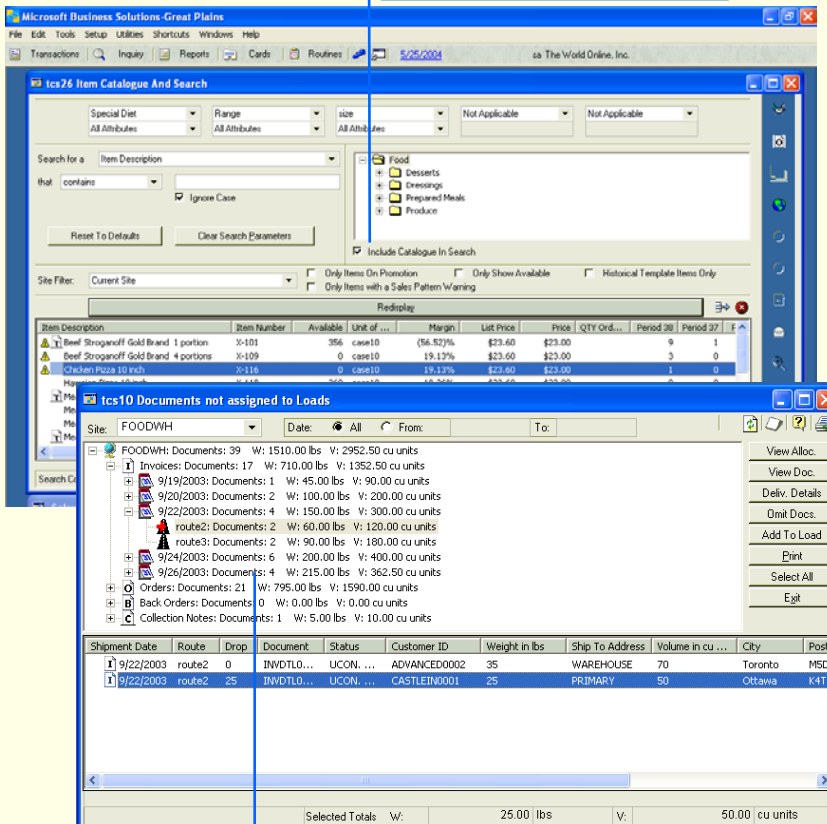


## Food & Beverage Distribution

As a forward looking company you are seeking to take advantage of the latest advances in technology and to have at the core of your business a software solution that will grow and move forward with you. But underpinning that you will need to be certain that the solution you choose recognizes and addresses all the special needs of your industry.

That is why the combination of Microsoft Business Solutions and Trinity offers a unique proposition for Food and Beverage Distributors. Microsoft Business Solutions Great Plains is a market-leading ERP software provider for core financials and distribution. Trinity have been focused on the business of developing and implementing solutions for F&B companies for over fifteen years. With their extensive market knowledge they have developed the specialized solutions that satisfy all the needs of the F&B distribution market.

**SEARCH**  
 a large inventory—fast, to sell the right products at the right price



**PLAN**  
 Deliveries efficiently taking account of truck capacity, routes etc

FOR DISTRIBUTION

*“ With the Trinity solution in place, I am confident that our administration skills match our food quality pedigree.”*

David Barton J.S. Barton Foods

### BENEFITS

#### Maximize Sales Revenue

A range of software tools maximize the opportunity to up-sell and cross-sell as well as identifying customer's buying trends.

#### Improve Employee Productivity

Flexible searching of large inventory database plus fast-links and drill-down to related information makes life easier and more effective for your sales team and inventory controllers.

#### Take Control of Margins

Set up customer specific pricing information that takes full account of true inventory cost to enhance accurate margin management.

#### Optimize Inventory Levels

Automated re-order point management together with first-class decision support at purchase time maximizes your ability to meet customer service level targets without overstocking.

#### Improve Warehouse Efficiency

User configurable pick/pack/ship options ensure that you can set up the right work-flow processes for your business. Easy integration to Automated Data Capture and Warehouse Management solutions.

#### Efficient Delivery

Advanced Transport Management functionality improves efficiency and reduces costs

#### Measure your Success

Facilities to create the KPIs that drive your business and help you measure your success.

#### Integrate Seamlessly e.g.

- e-commerce
- Mobile Sales Force
- EDI
- Front Counter
- Retail Point of Sale
- Demand Planning
- Warehouse Management
- Manufacturing
- Financials



Food & Beverage Distribution

**Fast , Efficient Order Entry**

Create regular customer call schedules for tele-sales contacts, generate call campaigns, measure tele-sales effectiveness. User designed interface ensures orders can be entered at conversational speed using lightning fast inventory searches. Item catalog, item aliases, item attributes, standing orders.

**Pro-Active Selling**

Linked item selling, promotion based selling. analysis of customer purchasing history with identification of trends on-line. Automatic prompting of substitutes, Filter by margin and availability.

**Flexible Pricing**

Sophisticated Price Control allows, unlimited price lists, customer specific pricing, date effectivity, price banding, cost uplift pricing, quantity break pricing total order volume based pricing, targeted promotions, customer rebate deal tracking, On-line price negotiations.

**Lot Control and Traceability**

Detailed lot tracking and traceability, User defined lot attributes to hold best-before dates, sell by dates, receipt temperatures and markings etc. Automatic checking of minimum shelf-life at receipt time. Easy track and trace e.g. for product recall.

**Configurable Business Processes**

Create Quote, Order, Invoice process flows. Optional on-line inventory allocation at line-item level, deliver from multiple sources, on-line credit card authorization, drop-ship, kits, call-off orders, back-to-back ordering, customer specific pick instructions, lot selection, user specific item numbers, customer restricted buying lists plus many more advanced features.

**Catchweights**

Buy and sell in one unit but price in another with a variable relationship between the two units of measure. e.g. sell by the box but invoice for the exact weight. Vital for many distributors of meat, fish, cheese and produce. This solution provides complete dual tracking of inventory in both units right down to lot level .

**Inventory Visibility**

On-line inventory availability information, Quantity by site view, “available to promise” view. Unlimited facilities to drill down to related transactions e.g. view purchase orders to get latest shipment information. One touch access to item specifications and images—simple to email to customers.

**Powerful Delivery Logistics**

User configurable workflow for the pick-pack-ship process including consolidated walk-round pick lists. Truck journey planning to improve delivery efficiency. Consolidated invoicing options.

Microsoft Business Solutions—Great Plains

Food & Beverage Distribution

	<i>More features ....</i>
<b>Highly Scalable</b>	Business process automation adapts well to high volume and high user count environments. Comprehensive automated process of inter-site transactions including in-transit accounting provides large multi-site operation with first-class control
<b>Inventory Replenishment</b>	A variety of tools to automate the review of optimum re-order points and order sizes. Automatic purchase order generator taking into account preferred vendor, lead times, best prices. On-line date-driven vendor price lists for accurate order pricing and vendor rebate tracking. Detailed decision support to allow optimization of order volume and value.
<b>Key Performance Indicators</b>	Flexible reporting tools permit easy identification of company key performance indicators e.g. customer service levels, vendor rejection rates, delivery accuracy, inventory turn, truck utilization, collections management. Use Business Alerts to immediately pin-point problem and exception areas.

*“Trinity’s software solution allows us to handle over 1,500 sales order per day quickly and efficiently, helping us to maintain our very high standards of customer service.”*

Stephen Sweeney, IT Director  
 Campbell's Prime Meats.

FOCUS ON...

Food & Beverage Markets

**Exceptional customer service**

Successful distribution means having to be able to offer consistently high standards of customer service. The software is geared to ensuring that this can be delivered without fail.

**Adaptable to Many Market Sectors**

Even with the Food and Beverage markets there may be specialized, sector-specific requirements. Solutions in such areas as catchweights, lot control, shelf-life, container deposits and customer rebates mean that the solution can be adapted to all parts of the F&B distribution market

Great Plains + Trinity has been implemented as a food and beverage distribution solution in a wide range of companies including ..

- Cheese
- Dairy Products
- General Food
- Meat Packers
- Catering Butchers
- Wine
- Beverages
- Fresh Produce Merchants

*Trinity’s software is such a success because they really do understand our business. From catchweight functionality to sales order processing and management reporting, Trinity know what it takes to be successful in the Foodservice industry.*

Ralph Danby, Commercial Director  
 Parkams Foods



## Food & Beverage Distribution

### Build the Solution that is right for you.

With its compelling combination of leading edge technology and core functionality Great Plains is at the heart of your distribution solution. But because every business is different and you are seeking a competitive edge you need even more from your software. This is why you will also look at Trinity F&B Distribution modules to complete the picture and provide enhanced business benefit for your company. Trinity delivers its solutions in functional modules so that you can choose just what you need, when you need it and keep coming back for more as your business needs grow and change. There are fourteen modules in the core Trinity F&B solution....

Catalog Based Sales	<i>User configurable order entry interface</i>
Catchweights	<i>Sell /buy by quantity, bill exact weight</i>
Customer Call Scheduling	<i>Manage call outs to customers</i>
Customer Templates	<i>Buying Lists and History on-line</i>
Distribution Enhancements	<i>Item Aliases, Reason Codes and more</i>
Extended Pricing Enhancements	<i>Cost Plus Pricing, Order Volume Pricing</i>
Extended Pricing Integration	<i>Provides easy price import/export</i>
Item Life Cycle	<i>Manage Items from Cradle to Grave</i>
Item Manager	<i>Wizard Driven Item Creation</i>
Linked Item Selling	<i>Create up-selling opportunities</i>
Returns Management	<i>Keep Control of Returns Processing</i>
Sales Pattern Analysis	<i>Identify Customer Buying Trends</i>
Unit of Measure Management	<i>Packs and Splits, Main Inventory Unit</i>
Vehicle Load Planning	<i>Plan Routes, Assign Shipments, Build Loads</i>
Vendor Price Management	<i>On-line Price Lists; Buyer Decision Support</i>

And there is the opportunity to select from a further ten modules to meet the specific needs of your business.

Additional Charges	<i>Automates addition of extra sales lines</i>
Consolidated Invoicing	<i>Multiple Shipments—one invoice</i>
Duty Processing	<i>Manage inventory in Bond</i>
Front Counter	<i>Point of Sale for Trade Business</i>
Inter-Site Transfers	<i>Business Process Control of ISTs</i>
Price Negotiation	<i>On-line “haggle” window for sales team</i>
Purchase Rebate Discounts	<i>Monitor time-based discount agreements</i>
Re-Order Level Management	<i>Automate Re-order Point Review</i>
Reserved Stock	<i>Set-aside stock and call-off sales orders</i>
Sales Rebate Discounts	<i>Monitor time-based rebate agreements</i>

*Some of the additional integrations described in this brochure e.g. Mobile Sales, Warehouse Management, EDI Integration and Automated Data Capture can be provided by a number of MBS Great Plains ISVs. Trinity can advise on the solutions that may be most appropriate to your business needs .*

## Microsoft Business Solutions - Great Plains

FOR DISTRIBUTION

*Trinity’s extensive range of software enabled us to implement a solution that has delivered far-reaching benefits to the sales, logistics, management, and finance teams.*

Wendy Wroe, Cakes for the Connoisseur

### FOCUS ON...

#### Worldwide Availability

Trinity solutions are sold and implemented throughout the world by Trinity’s partner channel of Great Plains Edition resellers.

#### Worldwide Reputation

Trinity solutions for delivery logistics and pricing have been incorporated into the core Great Plains product by Microsoft Business Solutions. Trinity have been recipients of the MBS European Solution Developer of the Year award.

#### Leading reseller

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

#### Learn more about the F&B Solution

- Visit [www.microsoft.com/BusinessSolutions/industry/foodbev\\_distribution.to](http://www.microsoft.com/BusinessSolutions/industry/foodbev_distribution.to) to learn more about Microsoft and the F&B sector
- Visit [www.trinitypartner.com](http://www.trinitypartner.com) to learn about Trinity’s F&B solutions
- Ask Trinity for a WEBEX demonstration.
- Download the products
- Ask your reseller if they are a Trinity Partner.
- Contact [partner@trinitycomputers.co.uk](mailto:partner@trinitycomputers.co.uk) to learn more .
- Contact your local reseller at the number / address below