

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 Dynamics and Trinity offers a unique proposition for Food & Beverage Distributors. Microsoft Dynamics GP 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 specialized solutions to satisfy the needs of the F&B distribution market.

“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 customers' buying trends.

Improve Employee Productivity

Flexible searching of large inventory database plus fast-links and drill-down to related information makes sales teams and inventory controllers more effective in their roles.

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 eg

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

SEARCH

a large inventory - fast; to sell the right products at the right price

The screenshot displays the 'Microsoft Business Solutions - Great Plains' interface. The main window is titled 'tcs26 Item Catalogue And Search'. It features a search bar with 'Item Description' and 'contains' filters. Below the search bar is a table with columns: Item Description, Item Number, Available, Unit of..., Margin, List Price, Price, QTY Ord..., Period 26, and Period 27. The table lists items like 'Beef Stroganoff Gold Brand 1 portion' and 'Beef Stroganoff Gold Brand 4 portions'. A secondary window titled 'tcs10 Documents not assigned to Loads' is open, showing a list of documents with columns for Site, Date, Weight (W), and Volume (V). A 'Selected Totals' row at the bottom shows 'W: 25.00 lbs' and 'V: 50.00 cu units'.

PLAN

Deliveries efficiently taking account of truck capacity, routes etc

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, order volume based pricing, 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.

Focus on...

More features

Food & Beverage Markets

“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, Financial Controller
Campbell’s Prime Meats.

Highly Scaleable

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

Inventory Replenishment

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.

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 & 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

Key Performance Indicators

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. Business Alerts can immediately pin-point problem and exception areas.

Microsoft Dynamics GP + Trinity has been implemented as a Food & 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

FOR DISTRIBUTION

Build the solution that is right for you.

With its compelling combination of leading edge technology and core functionality Microsoft Dynamics GP 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's F&B Distribution modules to complete the picture and provide enhanced business benefits 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.

“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, Financial Controller
Cakes for the Connoisseur*

There are fifteen 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>

Focus On...Trinity

Worldwide Availability

Trinity solutions are sold and implemented throughout the world by Trinity's partner channel of Microsoft Dynamics GP resellers.

Worldwide Reputation

Trinity solutions for delivery logistics and pricing have been incorporated by Microsoft into the core Microsoft Dynamics GP product. 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 & Beverage distribution sector.

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>

Learn more about the F&B Solution

- Visit www.microsoft.com/BusinessSolutions/industry/foodbev_distribution to learn more about Microsoft and the F&B sector
- Visit www.trinitypartner.com to learn about Trinity's F&B solutions
- Ask Trinity for a WEBEX demo
- Download the products
- Ask your reseller if they are a Trinity Partner
- Contact parner@trinitycomputers.co.uk to learn more
- Contact your local reseller at the number / address below

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 Microsoft Dynamics GP ISVs. Trinity can advise on the solutions that may be most appropriate to your business needs .