

Wholesale Distribution

Successful Wholesale Distribution depends on maximizing sales opportunities and building successful relationships with customers and vendors. In a market characterized by low margins it's also about reducing operating costs by simplifying and automating processes while maintaining customer service levels.

Through an emphasis on distribution functionality, up-to-date technology, system adaptability and business intelligence, Great Plains complemented by specialist distribution features from Trinity sets a new standard in information technology systems for the wholesale distribution market.

Great Plains + Trinity is a widely installed proven solution for this market and can be implemented and supported by a global network of MBS partners.

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

PLAN
deliveries efficiently taking account of truck capacity, routes etc

The screenshot displays the 'Microsoft Business Solutions - Great Plains' interface. The top window is 'tcs24 Item Catalogue And Search', showing search filters and a tree view of product categories like Food, Desserts, Beverages, and Prepared Meals. The bottom window is 'tcs10 Documents not assigned to Loads', showing a list of documents with columns for Shipment Date, Route, Drop, Document, Status, Customer ID, Weight in lbs, Ship To Address, Volume in cu units, City, and Post. A table at the bottom of this window shows the following data:

Shipment Date	Route	Drop	Document	Status	Customer ID	Weight in lbs	Ship To Address	Volume in cu ...	City	Post
9/22/2003	route2	0	INVDTL0...	UCON...	ADVANCED0002	35	WAREHOUSE	70	Toronto	MSD
9/22/2003	route2	25	INVDTL0...	UCON...	CASTLEIN0001	25	PRIMARY	50	Ottawa	K4T 8

Selected Totals: W: 25.00 lbs V: 50.00 cu units

Microsoft Dynamics™ GP

FOR DISTRIBUTION

BENEFITS

Maximize Sales Revenue

A range of software tools maximize the opportunity to up-sell and cross-sell as well as quickly identifying your customer's typical purchasing patterns.

Improve Employee Productivity

Fast and accurate search of a large inventory database plus fast-links and unlimited drill-down to all item 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

Advanced forecasting functionality together with first-class decision support at purchase order 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. PLUS easy integration to Automated Data Capture and Warehouse Management capabilities

Efficient Delivery

Advanced Transport Management functionality to help you make the most cost-effective use of your own vehicle fleet as well as third-party carriers.

Knowledge Of Results

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



Microsoft Business Solutions
ISV Software Solutions



Wholesale 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 are entered at conversational speed using lightning fast inventory searches. Item catalog, item aliases, item attributes, standing orders and customer buying lists.

Advanced Sales Order Features

Ability to generate and manage scheduled, call-off orders. Deliver from multiple sources and to many addresses, drop-ship, kits, back-to-back ordering, customer specific pick instructions, lot selection, user specific item numbers, customer restricted buying lists, disallowed items, up-sell, cross-sell, promotion based selling, online buying trend alerts, 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 rebates, on-line price negotiations.

Powerful e-commerce integration

Integration tools that simplify managing your items, customers and prices. Includes all the key features of core Great Plains and Trinity giving users access to own prices, promotions and purchasing history for on-line ordering. Access to document status and account information turns e-commerce into a customer self-service solution.

Inventory Visibility

On-line inventory availability information, quantity by site view, available to promise including "best ship date" feature. 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. Item Life Cycle features to manage inventory visibility and allowable activities.

Business Process Workflow & Logistics

Create quote, order, invoice process flows. Assign processing holds to manage document responsibility. Control data access and user roles right down to individual field level. 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.

Scaleable Solutions

Business process automation that adapts well to high volume and user count environments. Comprehensive business process control of inter-site transactions including in-transit accounting. Advanced workflow ensure minimum user intervention to enable automated flow of large transaction volumes. Detailed tracking and auditing capabilities to add accountability.

Focus on...

More features

Distribution Markets

Inventory Replenishment

Sophisticated demand tracking including the ability to capture lost sales and exceptional demand.
Intelligent best-fit forecasting based on modelling historical demand against a wide range of forecasting formulae.
Safety stock, re-order point, economic order quantity, line point, order-up-to-level all managed against simple user preference rules.
Intelligent purchase order suggestion, all optimised against order value and volume, logical order quantities etc.
On-line, date driven vendor price lists and contracts for accurate order pricing, including quantity break prices.
On-line import and export wizard for vendor prices.

Exceptional customer service

Successful distribution means delivering consistently high standards of customer service. Trinity software is geared to ensuring that this can be delivered without fail. Particular modules are especially applicable in high volume, fast service environments - even more so where there is a high level of telephone based contact.

Additional Market Focus

There are specific solutions within Trinity to add further focus for specialized markets such as Food & Beverage where the requirements for Catchweight management may be critical.

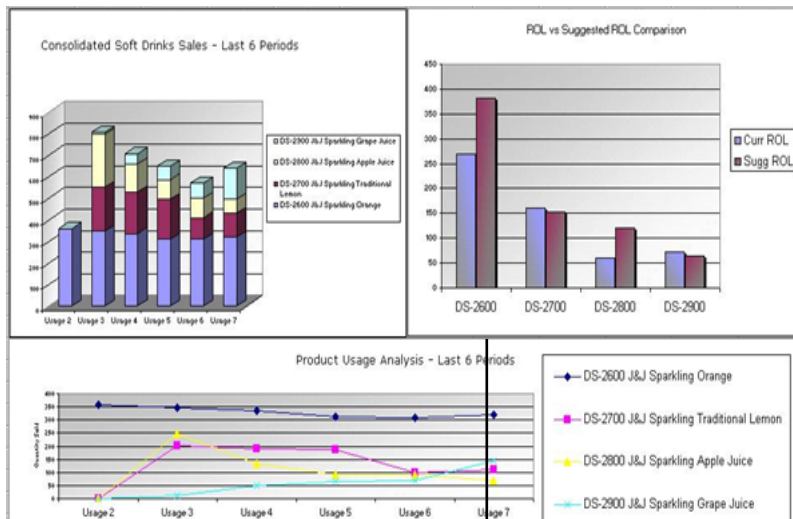
Adaptable To Multiple Sectors

Great Plains + Trinity has been implemented as a wholesale distribution solution in a wide range of market sectors including ..

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 Use Business Alerts to immediately pin-point problem and exception areas.

- Agricultural Supplies
- Bearings
- Books
- Catering Equipment
- Cheese
- Chemicals
- Craft Goods
- Dairy Products
- Decorators Supplies
- Domestic Equipment
- Electrical
- Electronics
- Garden Furniture
- Garden Nursery
- General Food
- Industrial Components
- Industrial Fasteners
- Laboratory Supplies
- Meat
- Medical Supplies
- Packaging
- Paper
- Plumbing Supplies
- Recycled Merchandise
- Safety Equipment
- Software
- Sports Equipment
- Stationery
- Textiles & Clothing
- Toys
- Truck Accessories
- Wine



REVIEW
Re-order parameters interactively

..and many more ...

Wholesale Distribution

Build the solution that is right for you

With its compelling combination of leading edge technology and core functionality Microsoft 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 the Trinity Wholesale Distribution Solution 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 is a wide range of modules in the core wholesale distribution solution as

There are sixteen modules in the core Trinity solution....

Catalog Based Sales	<i>User configurable order entry interface</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>
Forward & Scheduled Sales Orders	<i>Easy to manage call-off orders</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>
Re-Order Level Management	<i>Automate re-order point review</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 set of modules to meet the specific needs of your business...

Additional Charges	<i>Automates addition of extra sales lines</i>
Catchweights	<i>Sell /buy by quantity, bill exact weight</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>
Inventory Replenishment	<i>Intelligent forecasting & purchasing</i>
Price Negotiation	<i>On-line “haggle” window for sales team</i>
Purchase Rebate Discounts	<i>Monitor time-based discount agreements</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 integrations described in this brochure e.g. Mobile Sales, Warehouse Management, EDI Integration and Automated Data Capture can be provided by a number of Great Plains Edition ISVs. Trinity can advise on the products that are most appropriate to your business needs .

Focus on...Trinity

Worldwide Availability

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

Leading UK Reseller

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

Development Services

Trinity was named MBS European Solution Developer of the year. Trinity provide customization services to Great Plains users.

Solutions Chosen by MBS

Four of Trinity's modules have been purchased by MBS and incorporated into the core Great Plains product set. Extended Pricing, Advanced Distribution, Advanced Picking and Available To Promise.

Learn more about Trinity Products:

- Visit the website www.trinitypartner.com
- Ask for a WEBEX demonstration via the website
- Download the products
- Ask your reseller if they are a Trinity Partner/Distributor.
- Contact partner@trinitycomputers.co.uk to learn more
- Contact your local reseller at the number / address below