

Wholesale Distribution Management

Powered by Microsoft Dynamics® NAV and Open Door Technology



A Microsoft Business Solution for Wholesale Distribution

Take control of your inventory and make it work for you with a Wholesale Distribution solution from Open Door Technology; a system flexible enough to handle the unique requirements of your business and give you an edge in the very competitive world of wholesale distribution.

Distributors today struggle to optimize the mix and quantity of available inventory to meet customer requirements and yet still meet profitability goals for the company. Besides the obvious challenges of deciding what and how much to stock, deciding how to price inventory is a critical factor in driving profit for a distributor. Dynamics NAV and Open Door Technology can help with you with the five key processes in the distribution chain:

- Sales and order fulfillment.
- Inventory planning and purchasing.
- Storage of inventory and location optimization.
- Inventory management.
- Analysis of inventory levels and performance and optimization for the future.

Harness the power of your inventory investment with better visibility into trends, turn rates, slow-moving stocks, item margins, and the performance of individual items or product lines.

Open Door Technology offers a complete business software solution for wholesale distribution utilizing Microsoft Dynamics NAV, a system in use by over 74,000 customers world wide. Companies benefit from the powerful built-in warehouse and distribution functionality and can take advantage of the configuration capabilities of third party expansion products to match unique business requirements.

Challenges Facing Wholesale Distribution:

- Lack of visibility into inventory profitability.
- Increased competition with lower margins.
- High staff turnover in key positions.
- More price pressure from customers and lower levels of customer retention.
- More complex products and product offerings.
- Higher operating costs.
- Integration with suppliers.
- Excess and stale-dated inventory.
- Customer and vendor returns.

Wholesale Distribution Management allows Companies to:

- Improve quoting and sales processes with visibility into inventory profitability.
- Streamline processes by optimizing warehouse space and simplify picking processes based on inventory moves.
- Improve purchasing efficiency with unlimited access to historical information and trends.
- Utilize warehouses, bins, and directed put-away's and pick's to optimize employee utilization.
- Take advantage of configuration options to reduce employee errors and training requirements.
- Analyze trends to determine optimal mix of inventory.

About Open Door Technology:

Open Door Technology has been partnering with mid-market organizations since 1992 to develop and implement integrated business management systems. Our approach is to focus on the integration of people, processes, and technology to ensure continued business success for our customers. Contact us today to find out how you can transform your business with the expertise of Open Door and the technology of Microsoft Dynamics NAV.



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108, 7710 5th Street SE Calgary, Alberta T2H 2L9
877.777.7764 www.opendoor.ca

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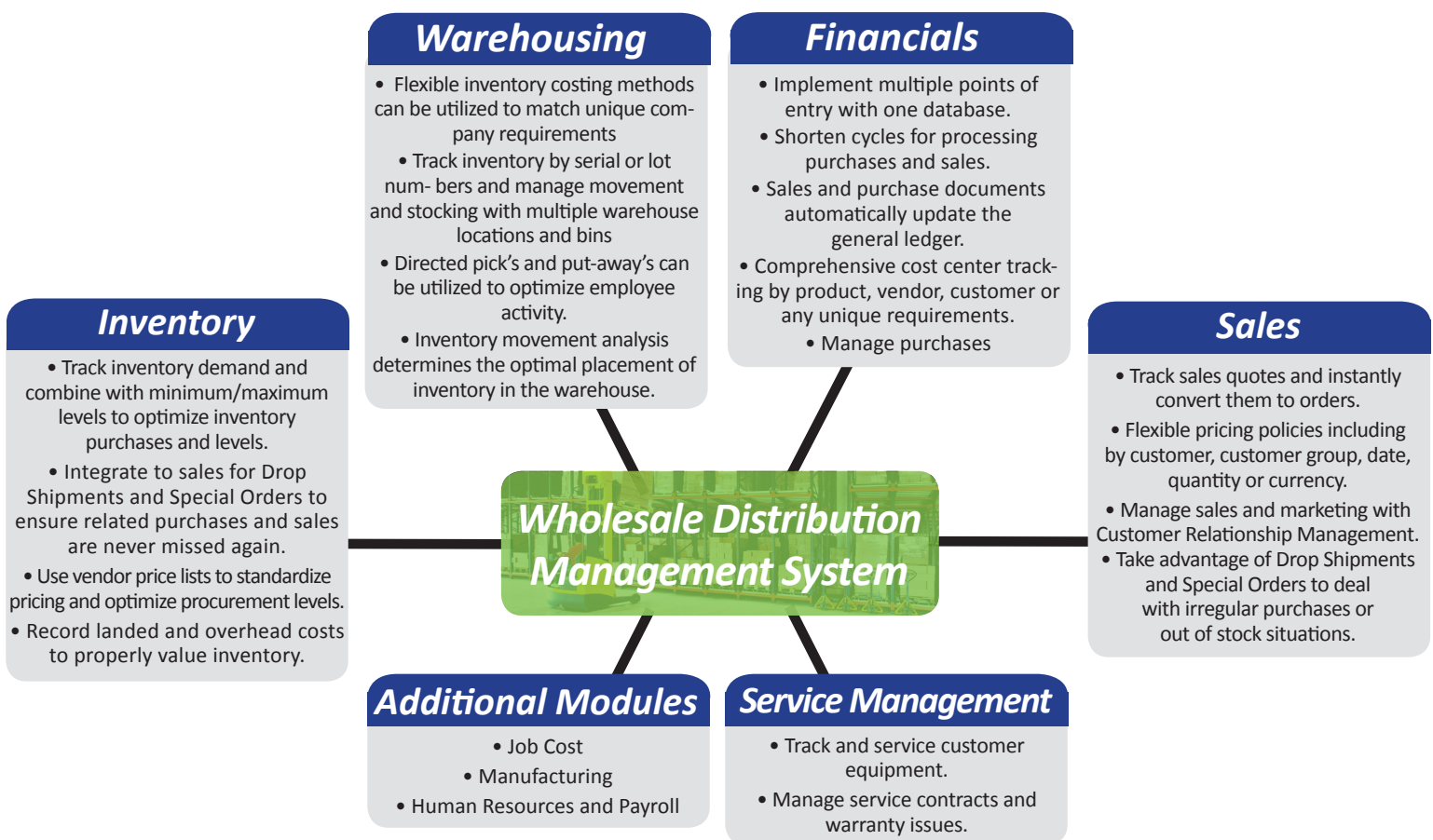
A Fully Integrated Solution for Wholesale Distribution

Wholesale Distribution Management integrates distribution operations for maximum efficiency throughout your entire organization. This Microsoft Dynamics NAV solution can link your office and warehouse operations, giving you one database with real-time access to all important information, whether financial or relating to operations. Customer account history, pricing, stock availability, and even exact stock location information is immediately available at the touch of a keystroke or mouse click.

Eliminate manual tasks and streamline processes by analyzing inventory trends and reduce the handling of goods as they pass through the warehouse. Integrate

labeling and shipping into pick/pack and invoicing processes, even with multiple warehouses. Shipments sent directly from suppliers to customers may be processed through powerful Drop Shipment or Special Order functionality.

With better access to cost and pricing information and the ability to add unique business rules, Microsoft Dynamics NAV can significantly improve your quotation and sales processes. Utilize a powerful customer relationship management module to track sales opportunities and gain visibility into the success of your sales force and future sales trends.



What You Need to Know

Your Next Steps to a Fully Integrated Wholesale Distribution Solution

Since 1992 Open Door Technology has been helping Distribution companies to optimize their inventory systems and increase profits. A successful Distribution business is founded on attention to detail; from purchasing through sales to analysis of data and

optimization for the future. Our company will work with your staff to analyze your processes and implement the best business practices necessary to achieve the optimal mix of inventory and the highest possible profit margins.



Measurable Business Benefits

Save Thousands of Dollars Annually with Wholesale Distribution Management

Do you struggle with accurate inventory costing?	Do you need a more effective system for handling direct sales?	Can you find inventory in your warehouses?
Gaining one percent in gross margin from sales by eliminating or reducing inaccurate or inconsistent inventory pricing can lead to \$100,000 in greater profits on a sales volume of \$10,000,000. An integrated database with real-time updates combined with the ability to configure the system to fit your requirements can lead to significantly higher profits.	It is impossible to stock enough inventory to satisfy every customer demand. A simple and effective system for handling Drop Shipments and Special Orders allows goods to be quickly ordered from vendors and directly shipped to customers. Costs are properly allocated back to the related sales. Time saved on these types of sales varies but if this is a significant portion of your business, cost savings can easily lead to 5% of employee time. At a salary level of \$500,000 for the salespeople and order desk, this would represent savings of at least \$25,000 per year.	Many times, the system shows quantity on hand but the goods cannot be found. Reduce lost time and improve order fulfillment by a warehouse tracking system that can optimize the location of inventory and optimize put-away's and picking. Savings can easily be 10% of an employee's time representing cost savings of \$50,000 on salaries of \$500,000.
Total Savings per year: \$100,000	Total Savings per year: \$25,000	Total Savings per year: \$50,000

Your metrics or possible cost savings may be different than those above but there are few organizations where significant cost savings and improved profit margins cannot be achieved. We can work with you to identify those areas and implement a solution where you can achieve measurable profit increases, whether from better purchasing practices, improved sales pricing or from a better balance of inventory that matches your customer requirements.

Feature Summary: Wholesale Distribution Management

A Fully Integrated Solution for the Wholesale Distribution Industry

Flexible Costing	Multiple costing methods are available including FIFO, LIFO, Average, Standard, and Specific.
Landed Costs	Purchases may be made in any currency with exchange rates being automatically handled by the costing engine. Other landed costs may be included in the cost of the inventory from either the original supplier or third parties such as freight or customs and brokerage charges.
Overhead Allocation	Other costs may be allocated to inventory and automatically included as part of the inventory cost by either percentage or a flat amount.
Serial and Lot Numbers	Both may be used for inventory traceability. Specific costs can be tracked back against a serial number for situations where an inventory cost on an item may differ significantly by the configuration or even supplier. This cost can then be tracked back against a specific sales document.
Customer History	A salesperson can access a complete sales history of anything a customer has purchased and even copy previous orders or quotes as a starting point for a new transaction.
Purchase Quotes	Purchase quotes can be utilized to track supplier quotes for projected or actual purchases. The quote from the successful supplier can then be quickly converted into a purchase order, where it can be modified before being sent out.
Available to Promise	Salespeople can utilize this function to determine their ability to fill an order.



Stock Aging	Analyze inventory and separate out inactive inventory.
Multiple Warehouses	Utilize multi-warehouse capabilities to manage stocking locations or virtual locations. Eliminate unnecessary stockouts, coordinate safety stock and replenishment, and shop goods from the most cost-efficient location, splitting invoices as necessary.
Bin Management	Bin management allows inventory to be specifically directed to or retrieved from individual bins. More accurate tracking reduces shrinkage and other carrying costs.
Put-way's and Pick's	Warehouse employee movement can be effectively and efficiently controlled through this process.
Optimized Stock Placement	Inventory movement can be analyzed to determine optimal inventory placement within a warehouse.
Customer Compliance	Comply with customer or retailer requirements for specific product and order identification, tracking, labeling, unitizing standards, and mapping tracking data directly to EDI (Electronic Data Interchange) documents as required.
EDI	Virtually any vendor or customer EDI requirements can be met with the ability to map custom processes.
Automated Data Collection System (ADCS) and RF	Maintain accurate inventory records and update them as frequently as needed with Automated Data Collection System (ADCS) and radio frequency (RF) capabilities in the warehouse.
Cross-dock	Utilize cross-dock capabilities to minimize inventory handling and improve sales order fulfillment.
Stock Quantity Management	Utilize minimum, maximum, safety stock, and other parameters with lead times and vendor or manufacturer information to optimize the ordering process.
Requisition Planning Worksheets	Combine stocking requirements with sales requirements to determine purchasing requirements. Suggested requirements can be modified as required with purchase orders being automatically created from the planning worksheets for finalized items.
Purchase Approvals	A powerful planning engine utilizes company and user configuration parameters to determine which purchase or sales documents needs to be approved and to whom the approvals should be forwarded.
Cost Centers	Any type of cost center can be set up and used for tracking financial information. This allows for the financial analysis of inventory and sales information such as by customer, customer group, geographic location, product line or salesperson.
Business Intelligence	A number of tools are available to allow management to drill down into financial and sales results to analyze trends and make informed decisions. These tools can be in the form of Excel front-ends or dashboards.
Inventory Cycle Counts	Utilize inventory cycle counts to ensure shrinkage is properly detected and dealt with.
Dispatch Planning	Dispatch screens, a dispatch planning report and dispatch tickets for both sales and rental orders are available to dispatchers. Shipping transactions for virtually any type of transaction can be managed from the dispatch screen including moves between customer locations and moves between branches.