

With our Compliments



TECHNOLOGY MANAGEMENT  
CONCEPTS

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# Supply chain management

with Microsoft Dynamics GP

- ▶ Microsoft Dynamics GP:  
The proven solution for efficiency  
and insight across your business.



► More than 40,000 customers use Microsoft Dynamics GP.  
**And for almost that many reasons.**

**40,000+**

The number of Microsoft Dynamics GP customers worldwide, across industries of all types.

Why do tens of thousands of customers rely on Microsoft Dynamics® GP business management solutions? The reasons are diverse. For many, it's because it's backed with years of proven performance, while continually being a leading innovator. Another reason is that it meets the needs of many businesses like yours, with easily customizable solutions that go beyond basic business management and reporting to help people companywide to work faster and smarter.

Many more customers are moving to Microsoft Dynamics GP right now because it excels at meeting the business needs that are particularly relevant today, such as turning data into insight, making smarter decisions, and increasing efficiency.

**Creates insight.** From built-in reporting to sophisticated data-driven decisions, Microsoft Dynamics GP can create insight across your organization. People can easily and instantly access the relevant information they need, as high-level or granular as required, right from their personalized home pages.



**Increases efficiency.**

Microsoft Dynamics GP looks like, and works perfectly with, the Microsoft® applications your people already know and use. Easy customization gives your employees the exact information and tools they need to maximize their effectiveness and efficiency. Microsoft Dynamics GP also connects your people and systems, fueling teamwork, increasing accuracy, and reducing steps for routine tasks—freeing them to focus on what matters most to your company.

**40%**

The reduction in premium shipping costs realized by the Bing Group, thanks to the forecasting insight made possible by Microsoft Dynamics GP.

## ▶ A more transparent, controlled supply chain. **A smarter, more profitable organization.**

The more insight you have into your supply chain, the better your customer service, cost-effectiveness, and profitability. For example, with the real-time visibility Microsoft Dynamics GP can give you into sales data, inventory levels, and shipment schedules, you can have more confidence in your ability to adapt to and precisely meet customer demands.

But that's just a start of what insight from Microsoft Dynamics GP can do for your supply chain. Other potential benefits include the ability to:

- Identify emerging customer behavior.
- Better predict future market trends.
- Keep your inventory lean.
- Ensure your ability to meet demand.
- Make smarter buying decisions.
- Negotiate better terms with vendors and suppliers.
- Improve customer relationships.
- Decrease costs.

## ▶ Efficiency everywhere. **Processes, people, and purchases.**

Along with making your supply chain smarter, Microsoft Dynamics GP can also increase its efficiency. Automation can reduce the time it takes to do redundant tasks and help ensure that they get done correctly. And by streamlining critical

purchasing and receiving processes, Microsoft Dynamics GP can eliminate bottlenecks, increase order accuracy, minimize overhead, and reduce handling time in both single and multisite warehouse operations.

Another reason the people on your supply chain will be more efficient is the similarity Microsoft Dynamics GP has to the Microsoft Office applications they already know. This can mean less training and easier, faster task completion. Microsoft Dynamics GP also works well with Microsoft Office, and that leads to more effective collaboration, automation of routine tasks, and better cross-department communication, among many other benefits.

"With Microsoft Dynamics GP, very difficult processes are handled in a simple way. Everything is straightforward, with **minimum data entry and maximum visibility.**"

—Vladimir Fedorov, Director of Finance,  
Winncom Technologies

Microsoft Dynamics GP can even improve your customers' efficiency by helping them get the products they need, when and where they need them. In fact, Microsoft Dynamics GP can enable customer self-service—which leads to fast, accurate ordering and tracking for them, as well as reduced data entry for your employees.

## THREE TOP BENEFITS

that lead to a better supply chain:

- **Meets unique supply chain requirements without added complexity.** It easily adapts to your unique business needs, with quick deployment and minimal training time.
- **Enhances communication and collaboration.** It enables you to communicate, share, and find information across your organization.
- **Streamlines critical purchasing and receiving processes.** It helps you eliminate supply chain bottlenecks, increase order accuracy, and reduce costs.

▶ The right fit for you,  
**no matter what your business.**

Microsoft Dynamics GP has a proven record with supply chains of all types—from traditional beverage distribution to biotechnology, from industrial goods to perishables. That's because Microsoft Dynamics GP adapts easily to meet even the most specific and unique supply chain management needs.

In addition to comprehensive capabilities right out of the box, Microsoft Dynamics GP can be customized without programmers or IT involvement. You can build your own applications or integrate third-party applications to meet your unique supply chain needs.



## **Taylor Shellfish Farms:**

**Delivering fresh seafood, and catching a higher market share.**

For Taylor Shellfish Farms, the West Coast's largest producer of shellfish, an incorrect prediction about demand on a particular day can mean lost sales or even wasted shellfish. To manage this cycle, they turned to Microsoft Dynamics GP to link sales reports, harvest schedules, and workflow. In addition, it gave their top management up-to-date visibility into daily operations and a much stronger ability to match long-term growing operations and daily harvests with future demand.

## ► SUPPLY CHAIN MANAGEMENT MODULES

### Sales and receivables

**Invoicing:** Improves invoicing efficiency.

**Sales Order Processing with Advanced Invoicing:** Streamlines and automates the sales ordering process.

**Extended Pricing:** Enables your sale teams to improve customer satisfaction with flexible pricing options.

**Order Management:** Gives sale teams and customers secure online access for reviewing sales information and placing orders.

### Inventory

**Inventory Control:** Controls inventory effectively by managing inventory on a site-by-site basis.

**Advanced Distribution:** Tailors distribution with built-in process workflow, providing a detailed means of tracking inventory information quickly, efficiently, and accurately.

**Advanced Picking:** Reduces handling and increases accuracy for single and multisite warehouse operations.

**Available to Promise:** Ensures the right inventory is available at the right time to meet customer needs.

### Purchases and returns

**Purchase Order Processing:** Automates processes for purchasing and approval.

**Landed Cost:** Tracks costs of inventory items and automatically assigns or modifies costs on purchase orders.

**PO Generator:** Automates purchasing and generates suggested purchase orders.

**Requisition Management:** Enables online approval and transfer of requisitions to purchase order processing.

**Returns Management:** Automates returns processing and enables accurate sales invoices and returns.



## For more information:

Visit [www.microsoft.com/dynamics/en/us/products/gp-demos.aspx](http://www.microsoft.com/dynamics/en/us/products/gp-demos.aspx), or contact Microsoft at (888) 477-7989, option 1, to connect with a reseller in your area.

Technology Management Concepts is a boutique Professional Services organization that delivers and supports Microsoft Dynamics Solutions, Microsoft Dynamics GP (formerly Great Plains) and Microsoft Dynamics CRM, tailored to your unique business needs, with an emphasis on your industries best practices.

We help our customers strategically leverage their IT investment in Microsoft Dynamics GP (Great Plains) and Microsoft Dynamics CRM to become more productive, efficient and competitive. Our goal is to help companies derive long term business value from their software investments. TMC shares Microsoft's commitment to long lasting relationships. For over 25 years, we have been providing personalized services, from the beginning stages of business process review, to implementation, training and ongoing support.

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