# *Dynamics Wholesale Distribution*

for Microsoft Dynamics 365 Supply Chain Management

# *Content*

**Automate** the ordinary,

act on the **exceptional**

# 1 Growth
## in a *Digital World*

**Positioning your company for growth in times of global competition due to rising shipping costs, e-commerce, China tariffs, direct to consumer business models and growing customer demands is a challenge.**

We help our wholesale distributors in streamlining their operations and optimizing their omnichannel strategy and customer experience.

The service and support you provide your customers is what sets you apart from the competition.
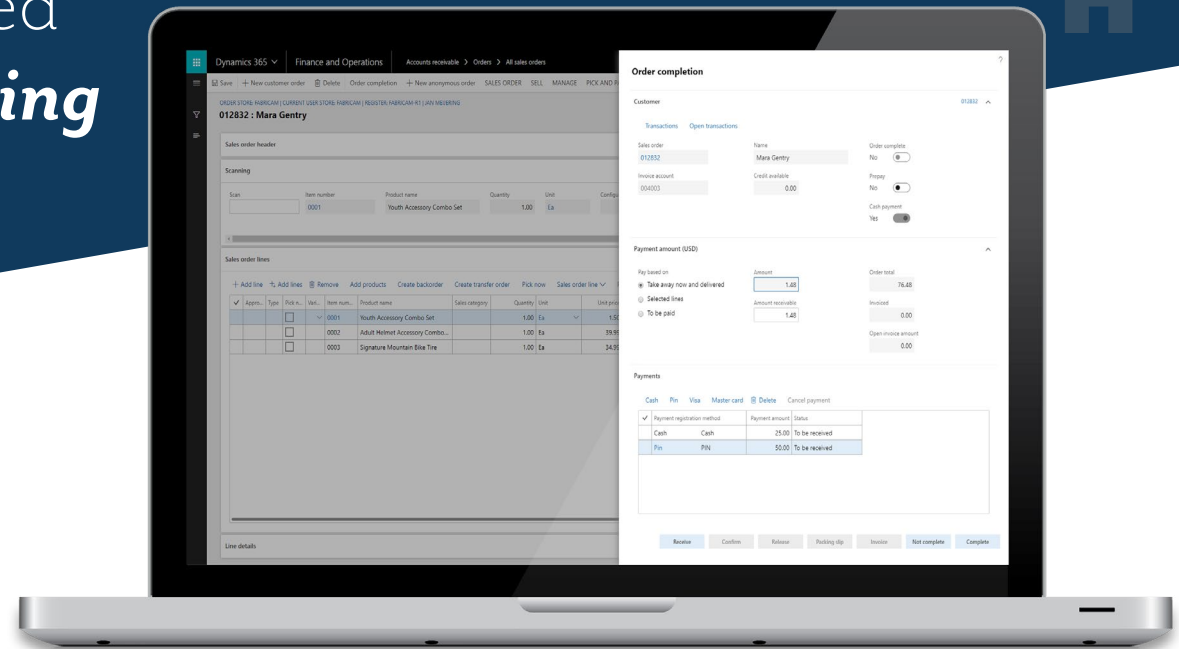
Differentiated pricing and payment rules provide you the tools to offer a personalized approach to every type of customer in a variety of industries.

## *Benefits*

✔ Automate the ordinary, act on the exceptional

✔ 100% tailored to wholesale distribution

✔ Flexible and scalable solution

✔ Fueled by insights of our wholesale distribution industry customers

✔ Backed by the Microsoft Dynamics 365 Supply Chain Management platform

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# Fast and Automated
# *Order Processing*



**With tight margins, your business needs to run as efficiently as possible.**

Dynamics Wholesale Distribution supports you to manage your supply chain by exceptions and save time. You will experience that entering and processing of sales orders sourced by different sales channels has significantly improved.

From the sales order, one can quickly create a new account, add a contact person to an existing account or create a new anonymous customer.

For quick order creation the desk employee can enter sales order lines by scanning barcodes of the products. Typical B2B options are available to set a cash payment require-

ment for specific customers, meaning that items cannot be handed over before the order has been fully paid. Efficient control of order processing is possible for example in cases where goods should not be shipped.

*Create Efficiency* in your operations
and grow your *Partner Network*
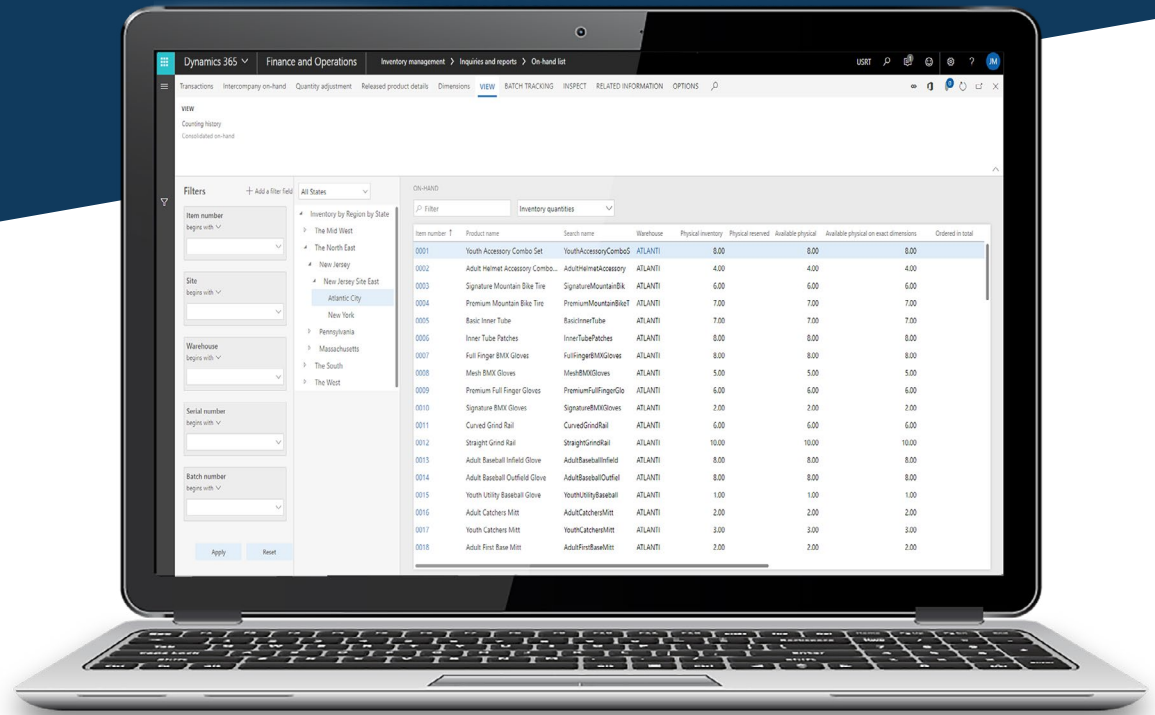
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**3**

# Flexible *Order Fulfillment*



**Flexible order fulfillment allows you to dropship, partially fulfill or leave orders for review as is required to meet the varying needs of your customers.**

This will avoid unnecessary transport costs caused by excess number of partial shipments and backorder shipments.

Orders completed can be fulfilled automatically taking the backorder strategy into account.

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**4** Product
*Assortments*



***Most wholesale distributors attempted to find the ideal catalog assortment with the largest possible number of top sellers.***

In the past, many companies had to severely restrict their assortments because of limited warehouse space and limited possibilities to maintain the product information for a large assortment.

Dynamics Wholesale Distribution makes it possible to manage non-assortment products.

These so-called Specials, aka. Purchase-to-Order items can easily be created based on a template item and enforce the entry of additional product information as defined per category.

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## 5 *Extendability*

Our base package can be extended with other relevant apps for wholesale distributors.

- **Dynamics Banking**
- **Dynamics Business Rules and Blocking Reasons**
- **Dynamics Price & Margin Management**
- **Dynamics Advanced Warehouse Management**
- **Dynamics Copy Released Product**
- **Dynamics Planned Purchase Order Overview**
- **Dynamics Inventory Insights**

*Dynamics Business Rules & Blocking Reasons*
for Microsoft Dynamics 365 Supply Chain Management

*Dynamics Banking*
for Microsoft Dynamics 365 Finance

*Dynamics Advanced Warehouse Management*
for Microsoft Dynamics 365 Supply Chain Management

*Dynamics Copy Released Product*
for Microsoft Dynamics 365 Supply Chain Management

*Dynamics Planned Purchase Order Overview*
for Microsoft Dynamics 365 Supply Chain Management

*Dynamics Inventory Insights*
for Microsoft Dynamics 365 Supply Chain Management

# *Want to know more?*

## Contact HSO Innovation

Our Dynamics Apps are sold, implemented and supported worldwide by our industry experts and strategic partners. We are happy to advise you which solution or technology is the best fit for your specific needs. Please feel free to contact us. We appreciate your interest!

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