

Reforming Operations in Distributions

DYNAMICS ERP ON CLOUD FOR DISTRIBUTION



Get more done together with Microsoft Dynamics and Office 365! Office 365 offers business class email, shared calendars, IM, online conferencing, and access to up-to-date documents. Microsoft Dynamics and Office 365 work together to connect your people, processes and systems, all from one place.

- Increase visibility and streamline your entire business.
- Ensure your inventory is keeping pace with forecasted sales.
- Work and connect from virtually anywhere, on any device.
- Expect enterprise-grade security to protect your business and customers.
- All with familiar, easy-to-use tools that adapt to your needs and grow with your small business.

Techminds Group is a premier enterprise solutions company, delivering Microsoft Dynamics CRM, Dynamics NAV and enterprise SharePoint solutions to clients all over the world. We are a Microsoft Certified Partner in Data Management Solutions bringing value-added solutions to meet the needs of our customer. We strive hard to return great results to our clients and a great career to our staff. We leverage the power of the market to create an effective solution to achieve the best result without compromising quality.



Cloud Power

Cloud computing with its paramount services along with the advancing cross-platform technology has brought a tremendous leap in the distribution sector. As these technologies are reforming the operations of small and fairly large business distributions, there is a noticeable increase in the industry-wide adoption of cloud services for distribution.

With the pressures of global competition and economic times prevailing in the society, it is expected from the companies to switch over to cloud services.

But what's motivating the progression? Well, to begin with, for those organizations who have implemented cloud solutions to their operations, the rewards have been plentiful - from cost-savings to increase in productivity, process automation and enhanced data insights.

Insight On ERP

Let's step back and study the age-old techniques of technology that improved the capabilities and functionalities in the business distribution sector. And the right start point would be to look into the Enterprise Resource Planning (ERP) mechanism. Across a wide range of industries, the leading companies have realized that ERP is an evolutionary product driving the competitive edges and ensuring the integrity of the information. By bringing together and establishing connections between processes, information and individuals across varied functionalities, companies and geographic locations, the ERP solutions exemplify the enterprise-wide communication and coordination in real-time along with infallible precision.

The benefits that an automated ERP system brings to the distribution front are priceless-

- **Visibility** - a clear view of the supply chain gives a better insight into the organization distribution working mechanism and helps decision making easy and reliable.
- **Improved Inventory Management** - ensures streamlining of the inventory management, allowing users to track and manage their data across multiple warehouses with real-time visibility of inventory in terms of transit, costs, and quantities.
- **Demand Planning** - A distribution oriented ERP system can provide a clear idea of the amount of inventory needed at the point of time, hence satiating the on-growing demands of the customers.
- **Automated Workflows** - allows automating the scheduling of tasks and workflows like purchasing decisions, order approvals without any hassle.

The distribution industry is taking a reform and the wholesale distributors, these days, while still harboring the stress of tight margins are continuing to aim low price as their prime factor. At a large scale the inventory investment and management is the focus of distributors to bring a harmony between profits and costs in the distribution operation. To achieve this, the distributors are seizing every opportunity to develop innovative and informative service agreements online. The distribution organizations are also facing challenges of automatic data collection, electronic document interchange etc., to retain the business.

Dynamics NAV has proven to be the perfect choice to seamlessly integrate daily operations and renders a wide range of resources suiting the unique needs of every distribution industry.

CRM and NAV have efficient integration channel with Microsoft Office 365 and hold excellent document management properties that allow the distributors an ease of accessibility; boosts communication channels with team members, customers, suppliers; manage the inventory based on data; streamline the erratic processes and workflows; and link people with their products and information.

Dynamics NAV and CRM work in tandem and bridge applications that run in finance, sales, and operations with established Microsoft Office 365 applications. This solution is molded for managing and streamlining international operations and global supply chains, and much like its counterparts boasts robust reporting and analytic functionalities for enhanced enterprise wide-insights.

True Assets

Microsoft Dynamics is a fully-featured suite that is built to integrate with other Microsoft products to be able to propel the business to new heights of performance and efficiency.

In the world of distribution, reliability and productivity are the key features of focus and a lapse in performance can disrupt the relationship with clients and pull back the score of service satisfaction amongst the clients.

Wholesale distributors in current world are finding their margins squeezed from all the sides as customers' expectations are rising. In such competitive scenarios, distributors are struggling to cope with the high standards of CRM and hence have adopted technology as their assisting partner. Of the different branches of Microsoft Dynamics family, Dynamics NAV provides a complete and total combination of distribution, procurement, inventory and collaboration with financial management, CRM and major business processes. With Microsoft Dynamics and the Microsoft Cloud you're free to work anywhere, anytime, across your devices. It's quick to deploy, easy to use, and has the power to support your growth ambitions. Start with what you need today and easily adapts your needs changes. It offers a smooth interface with various business software's like Microsoft Outlook, Word, SharePoint, OneNote integration providing clear visibility and accessibility to data for distribution success story.

The knowledge transfer to distribution organization can be achieved with these cloud computing solutions and benefits can be tapped at almost every juncture of the process, and here are listed a few for better understanding-

Streamline Order Fulfillment

The automation of order fulfillment speeds up and opens a spectrum of business communications in the distribution world ensuring accurate data and minimizing the costs. To accomplish this effectively, the Microsoft Dynamics NAV solution integrates the information on customer, inventory and orders into a single database and enables packing and shipping updates roll without manual entry. Automation of manual and redundant tasks such as carrier assignment or customer invoicing can also be accomplished that promote the growth of the distribution sector. At a larger scale, the Microsoft Dynamics solutions support the work processes within the distribution chain and connect all users and administration for greatest efficiency.

Increase Inventory Value

Microsoft Dynamics NAV solutions are excellent at improving the replenishment by integrating inventory and sales information. This integration and association provides a better insight into the profits of the distribution sector. The tools and resources in the Microsoft Dynamics that used for inventory management and planning help in forecasting the demand accurately and enable better decision making. An effective planning and implementation of inventory helps in maintaining a productive balance between cost and value.

Gain Insight For Growth

The Dynamics NAV solution offers to report the data with key performance indicators. And simplified reporting with moniker key indicators and trends opens better avenues into gaining insight for the growth of distribution services. The Microsoft Dynamics solutions help in streamlining the analysis with easy-to-use tools and integration platforms like SharePoint, Outlook etc.

The solutions centralized database is the source of control for all the business intelligence needs and makes extraction and reporting of data easier. In simpler terms, Microsoft NAV facilitates in adding value to the information, spotting opportunities and promoting growth of the distribution business.

The capturing of data regularly with the power BI tools in compliance with Microsoft Dynamics resources help in assigning dimensions and simplify the reporting charts. The technology also enables monitoring and streamlining bookkeeping and audits for future use.

Dynamics NAV solutions offer unparalleled distribution management, warehouse management to make it easier in improving and knowledge sharing and further improve the company's growth and development.

Empower Employee and Partners Access

Distribution systems often requires a more flexible and productive work environment that places the data pertaining to order fulfillment, inventory and accounting processes in a central database which is accessible and approachable. Equipping all the employees with the information on-the-go helps in responding better to the customer inquiries. Easy drill down capabilities with Microsoft Office Outlook, Microsoft Office Word, or Excel maximizes the workforce efficiency and promotes better growth.

With the Microsoft Dynamics solutions, the partners can be provided access to key business information without compromising the information security. Defining control access by assigning right roles and rights, one can provide partners the access to information like stock levels, pricing, order status etc., that increases the efficiency of the system and frees up employees for complex tasks.

Robust multi-language and multicurrency support smoothes global business relationships and eases financial transactions and reporting across multiple locations.





A Win-Win Solution

In simple terms, distribution process is all about ensuring successful delivery of the product or resource and undergoes countless steps that require scalability, accessibility, and connectivity. As distribution indulges in a wide-range of operating systems and pools of data, the cloud services play a vital role in making the process cost-effective and efficient. With the growing public cloud computing services, it is clear that the future of distribution channel strongly bases itself on the cloud based ERP technology. Allowing the distributors to connect people with their data and inventory in real-time, the cloud computing services have mastered the world of technology. As the distribution layer is the logical environment for combining value chain roles and financial business models, it is often supported by the aggregation of cloud products and services.

Conclusion

Microsoft Dynamics ERP is a highly sought product that is sold and deployed by a global network of solution specialists known as partners or resellers like Techminds Group. We are here to help price and implement your business solution to the best of its ability based on the needs.

We offer reliable implementation and support services that include solution configuration, training, and real-time support to up your business on Microsoft Dynamics.

With the emergence of public cloud computing services, it's becoming increasingly clear that public cloud computing services are emerging as a new type of distribution channel. As service-driven vehicles, the distributors aim to gain full value, comprehension and a strong ROI from their data, cloud solutions are emerging as an integral element in meeting these objectives. In this scenario where there is a tremendous consistent pressure to increase accuracy and capitalize on internal intelligence and knowledge to make every supplier, distributor and service interaction count, cloud-based strategies are the key. Be it manufacturing or distribution sector, the knowledge is the key to success and this is stored in the cloud component. Dynamics ERP accessibility on Microsoft Azure is definitely paving way for companies to reach their goal in cloud world—here's to the dynamic future.

Understanding the business needs, integrating and customizing the software to meet your requirements is what our Microsoft solution consultants strive hard to achieve. Our current affiliations and partnerships with some of the best in the technology world help in assisting our customers/clients as their value added partner. We focus on implementing software solutions that conglomerate smart set of IT products. Our core competency lies in facilitating businesses small and big to realize the extent and potential of their IT investments by imbuing business value into technology solutions.

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