

CUSTOMER SUCCESS STORY

Summary

Virtual Supply/Earl & Brown is a national wholesale distributor and fulfillment partner representing a wide selection of products. Their suppliers offer many Special Pricing Agreements and Promotional Discounts that Virtual Supply must manage through the supply chain.

Challenge

Virtual Supply required an ERP solution that would enable them to manage the end-to-end processes around Special Pricing programs and promotional discounts within a single system.

Solution

Tier 1 Microsoft's ERP system Dynamics 365 F&O was selected, along with Vyas Consulting's ISV solution: "Special Pricing and Chargeback Management for D365".

Results

Virtual Supply can now manage their Special Pricing programs with a fully integrated solution.

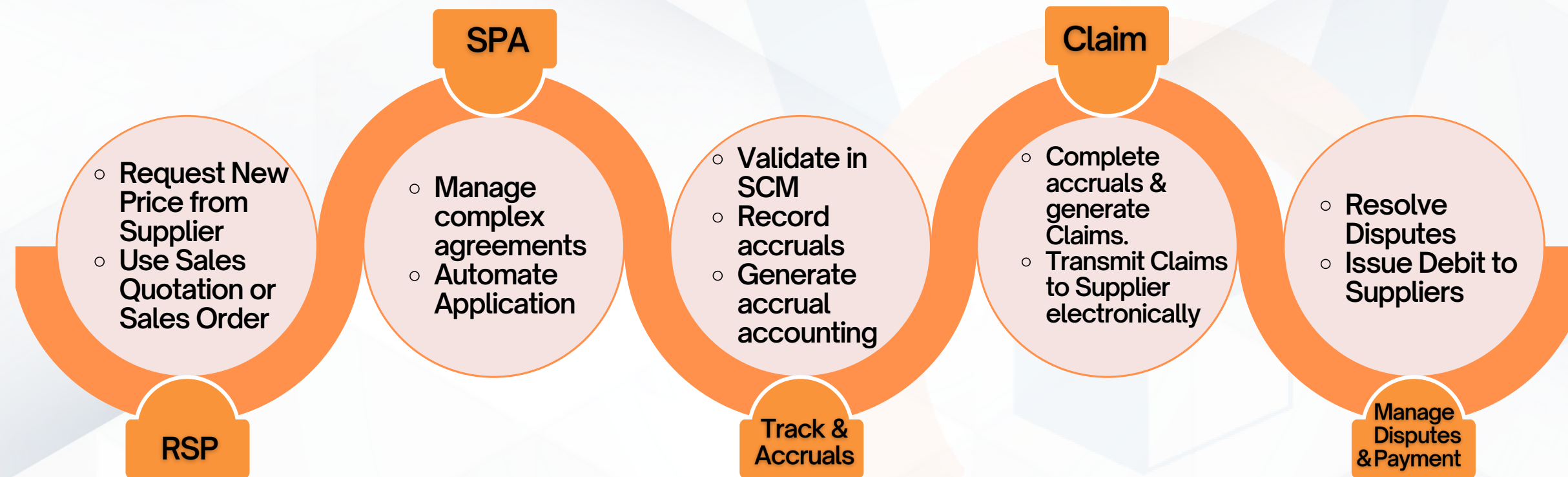
Summary

Virtual Supply/Earl & Brown is a national wholesale distributor and fulfillment partner representing a wide selection of products. They have a Consumer Goods Division managing the sales and distribution cycle for their manufacturer partners into major online retailers and wholesale clubs, including [Amazon.com](https://www.amazon.com), [Costco Wholesale](https://www.costco.com), [Walmart.com](https://www.walmart.com), and [Home Depot](https://www.homedepot.com). Their Business Solutions Division, also known as Earl & Brown, distributes Motorola Two-Way radios and sells products to Amazon DSPs (Deliver Service Providers), and their Vendor Services Division offers à la carte value-added services.

Challenge

Virtual Supply was looking for a fully integrated ERP system that included functionality to manage SPECIAL PRICING PROGRAMS/promotional discounts from their vendors and corresponding discounts to their customers. They had several manual processes in place, from tracking which sales were eligible for which discount, posting accrual entries in the general ledger, and creating negative POs for the cost delta that they needed to recover from their suppliers. Beyond the inefficient manual processes, they lacked the visibility they needed to truly understand the impact that Special Pricing Agreements were having on their margins and bottom line.

Solution



Special Pricing Agreements (SPAs) significantly impact Virtual Supply’s profit, and they needed an efficient and accurate way to manage the process from end to end. Vyas Consulting’s ISV “Special Pricing & Chargeback Management for D365” met their requirements. It integrates the entire SPA program management cycle into a single solution that provides the efficient tools necessary to reduce manual touchpoints and reap the benefits of a seamless process. Full integration to Sales, A/R, Inventory, A/P, and G/L allows them to manage complex and dynamic programs.

Customer Testimonial

“Vyas truly cared about providing excellent service throughout our project. Working closely with our project team allowed them to thoroughly understand our business requirements. Their project manager and development team provided us with solutions to challenges that helped deliver an excellent end product for our business.”

– **Phil Bickler, Information Technology Director, Virtual Supply**

Results



One-time setup of SPA Types, Reimbursement Methods, and Discount calculations to drive system behavior



Streamlined management of SPAs with full life-cycle in one system



Automated postings to G/L for accruals, chargeback claims, and payments



Reduced manual work to manage vendor debits and customer credits related to pricing promotions



Flexibility to manage various vendor programs



Real-time integration of SPAs with Sales Orders



Increased **visibility** into true margins



Easy to use, look & feel consistent with standard D365 F&O