

# The Right for Solution Distribution



## Advanced Microsoft Platform for Distribution

### WHAT IS THE “RIGHT SOLUTION FOR DISTRIBUTION”?

To us it means software, people and processes that exhibit:

- An understanding of the needs of today’s distribution businesses
- The use of a technology platform that is familiar, deployable and supportable
- Specific functionality that fit the requirements of micro vertical markets in the distribution industry
- Implementation and support methodologies geared to cost effectively assure maximum utilization



Our goal is to blend Fortune 100 technology with deep local distribution expertise to deliver a solution that meets your needs both today and into the future.

Now more than ever it is critical for successful distributors to effectively manage their key assets, tightly control their expenses and extend their enterprise to include customers, suppliers and partners.

That demands a breadth of product difficult for the average software provider to deliver. Your choices are to select the same solutions that have been around for 20 years or more and hope that the technology, vision and investment provide you with results for the long term. Or, couple the multi-billion dollar investment that Microsoft makes annually with leading distribution specific capabilities that deliver the “*right solution*” for your business.

“Wholesaler-distributors are among the biggest beneficiaries of productivity-enhancing technology investments.”

Dr. Adam Fein, Pembroke Consulting



## DISTRIBUTION SAVVY

Calling upon over 30 years of experience in the distribution software arena, AMP'D has extended the core functionality of Microsoft Dynamics GP with rich, vertically specific functionality. These are a few examples:

- Advanced pricing
- Advanced replenishment
- Kitting
- Rebate management
- Consolidated invoicing
- Special price agreements
- Blanket purchase orders
- Unit of measure
- Returns management

## DEMAND-DRIVEN CHANNELS

Innovative distributors are beginning to base their stocking levels on actual customer demand in order to maximize the ROI on their investment. Accomplishing this requires a new set of tools:

- Collaborative forecasting
- Replenishment planning
- Sales & operations planning
- Warehouse management
- Vendor managed inventory
- Advanced ship notice
- EDI
- Container management
- RFID

## EXTENDED ENTERPRISE

More than ever before the automated delivery of information will drive the success and profitability of today's distributors. Some examples include:

- Remittance automation
- Outbound purchase orders
- Inbound sales orders
- Vendor part/price import
- Advanced ship notice
- AS2 compliance

## CONNECTED CUSTOMERS

Distributors must fully embrace the notion of customer self service as a key component of their business operations. Online tools such as these examples are needed:

- Rich product catalog
- Streamlined order process
- Product search
- Electronic payment
- Order tracking
- Suggested selling

## TIME TESTED FOUNDATION

Microsoft Dynamics GP addresses key pain points in the financial management process with functions that allow you to work the way you want while reducing time spent on routine tasks. Tight integration between modules in Microsoft Dynamics GP enables you to enter data one time and provide accurate, real-time information throughout your financial solution. With access to real-time, mission-critical data, your financial solution becomes a powerful competitive tool that enhances decision-making.

## FAMILIAR TO YOUR USERS

Microsoft Dynamics GP presents the feel and functionality of familiar software your people use every day—Microsoft Office Outlook, Microsoft Office Word, and Microsoft Office Excel. If your employees are comfortable with the Microsoft Office system programs, they will find their way with Microsoft Dynamics GP rapidly—they can perform their jobs with greater productivity and satisfaction, and achieve the business results you need with optimal efficiency.

## ENABLE CONFIDENT DECISION MAKING

Decisions—strategic, tactical, and granular—drive and define both the direction of your business and the activities that take place within it every day. Microsoft Dynamics GP gives decision-makers at every level and in all areas of your business the means to gain practical, relevant insight and determine the best course of action. With Microsoft Dynamics GP, you can devise a rapid and successful response to changing business conditions and emerging market trends.



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