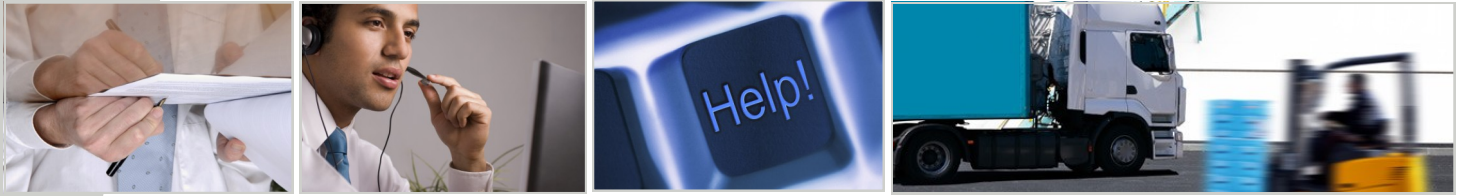




**The Competitive Edge Since 1986.**



## Business Need: Distribution Management



### Improve electronic collaboration with trading partners

Quick response times and accuracy in fulfilling orders are critical to your reputation in a diverse and demanding global market. Your larger customers and suppliers may look increasingly to closer collaboration to cut production timetables and minimize disruption to their supply chain. This could involve working via their electronic order and supply chain systems, to enable streamlining of operations and to reduce margin for error. To achieve this, you must have adequate systems that can deliver information efficiently between you and your trading partners.

SYSPRO facilitates streamlined, secure electronic data interchange and collaborative commerce through features such as CAD integration, Document Flow Manager, SYSPRO e.net solutions, EDI, Office Automation and Messaging, and various Business-to-Business purchase and sales import and export functions. In addition, SYSPRO's Web-based applications are out-the-box solutions which you can run on the Internet/Intranet and easily customize to suit end-user requirements.

If your customers include Original Equipment Manufacturers (OEM) you can import and easily reconcile vendor EDI releases is using SYSPRO's Blanket Sales Order module. Quick response times and accuracy in fulfilling orders are critical to your reputation in a diverse and demanding global market. Your larger customers and suppliers may look increasingly to closer collaboration to cut production timetables and minimize disruption to their supply chain. This could involve working via their electronic order and supply chain systems, to enable streamlining of operations and to reduce margin for error. To achieve this, you must have adequate systems that can deliver information efficiently between you and your trading partners.

### Manage complex warehousing with sophisticated placement and picking procedures

Various tools exist in SYSPRO to facilitate placement and picking within a warehouse. The multiple bins facility and ability to set it on or off at warehouse levels is one of these. Picking by bin, provides for picking lists to be generated in bin numbering sequence.

The new Warehouse Management module due for release in Q4 2009 will provide many more sophisticated rules around warehouse storage, picking and put away procedures.

### Manage large and diverse inventories

SYSPRO provides the tools to help you optimize your inventory investment without sacrificing customer service. It enables you to effectively plan and control diverse and extensive product lines in a single or multi-warehouse environment, facilitating the creation of warehouses and bin locations to represent both physical and virtual stock locations.

Whether you stock, sell, purchase or manufacture items by unit, weight, volume, pack or container size, SYSPRO's multiple units of measure per stock item give you the flexibility to accurately record and track stock quantities. Product version control is automated through the Engineering Change Control module, while extensive master data enables you to define parameters for transacting in sales, purchasing and manufacturing.

Inventory Optimization functionality aids the sales and operation planning process. Decision-making on desired levels of inventory and customer service is enhanced through the graphical output from its powerful Pareto analysis and forecasting tools. Master information such as order policies, gross requirements rules, lead times, safety stock and minimum/maximum levels assist in planning replenishment, while extensive costing facilities ensure accurate costing of sales, purchase and manufacturing activities. Costing methods are available by warehouse and include the average, standard, last, FIFO, LIFO methods.

The custom forms feature gives you the freedom to define your own fields for the capture of details, such as hazardous goods information, enabling you to include these in your queries, reports and transaction documentation. Also, you can add standard notations per item for automatic inclusion in various transactions such as sales orders, purchase orders and jobs, as well as link multimedia files to key data.

SYSPRO's serial tracking and lot traceability features facilitate the tracking of materials from purchase through production to customer, thereby providing you with the tools to manage product recalls, should they occur, and the optional 2-phased receiving for purchased and manufactured products provides inspection control. The Goods in Transit system gives you comprehensive quantity, variance and cost control over inter-warehouse transfers, as well as providing input into SYSPRO's Distribution Requirements Planning.

The Stock Take system enables you to select on a range of criteria and continue transaction processing once the physical count is complete, so operations are not at a standstill while the count is being captured. Import facilities are available and you can run a number of verification and variance reports to highlight stock take exceptions and provide the necessary checks before confirmation.

SYSPRO's integrated nature and powerful reporting and query facilities give you visibility to detailed stock statuses and transaction history, while perpetual inventory costing provides at-a-glance valuation of stock holdings by warehouse and stock code. Queries include summary stock code quantities, such as warehouse on-hand, on-order, available, free, in-transit, in-inspection, allocated and back ordered, as well as the ability to drill-down to supporting detail.

Extensive reporting is available including detailed kardex movements, identification of obsolete, slow-moving and excessive inventories, as well as reports on summary inventory quantities and exceptions based on various stock level criteria. In addition, the Office Automation and Messaging module provides the ability to create alerts and events which are automatically fired when inventory exceptions, such as 'below minimum' occur.

### Plan and manage distribution of inventory and goods in transit

Whether you supply original equipment manufacturers, diverse retailers, after-sales service outlets, or distribute product to your own distribution centers, effective planning and control of your inventory and order fulfillment activities is essential for operational efficiency and maximum profitability. SYSPRO provides a real-time integrated view of business operations, as well as the means to manage large diverse inventories and to plan and execute sophisticated warehouse replenishment and order fulfillment requirements.

Efficient replenishment planning and fulfillment per warehouse is facilitated through SYSPRO's Distribution Requirements Planning, multi-warehouse and Goods in Transit functionality. The system caters for warehouse-specific costs and order policies, backorders, inter-warehouse lead times, optional inclusion of transfer costs and detailed transfer documentation. Furthermore, the Goods in Transit system enables detailed control, reconciliation and balancing of inter-warehouse transfers.

Distributors supplying major retailers and original equipment manufacturers (OEM) would be challenged to optimize customer service and expand distribution capabilities without e-business capability. SYSPRO's Web Applications enable you to provide your global customers and remote sales force with the convenience of secure 24/7 access to order placement, as well as to queries on pricing, stock availability, detailed statements and order statuses. In addition, sophisticated automated order placement and acknowledgement is facilitated through SYSPRO's e.net solutions and Document Flow Manager. This is further enhanced by SYSPRO's stock code interchange feature which enables customers to query stock and enter orders using their own part numbers.

Customer order fulfillment is managed through SYSPRO's sophisticated sales order picking and dispatch features, while SYSPRO's Customer Relationship Manager and Return Merchandise Authority modules provide the means to manage, control and analyze customer returns and credits. While simple, extended and contract pricing are standard features of the Sales Order module, the Trade Promotions Management module provides complex pricing functionality for distributors, including promotions, rebates and accruals.

The Blanket Sales Order module enables SYSPRO customers to easily update call-off schedules for their OEM clients, as well as to reconcile the cumulative position against their OEM contracts.