



Reinventing Supply Chain Efficiencies

Solutions for Fast Moving Consumer Goods and Distribution Companies





How efficient are you in handling high order volume?

Can you:

- Turnaround your customer orders quickly?
- Efficiently track your inventory status?
- Optimally utilise your delivery fleet?
- Accurately predict changes in customer demands?

Microsoft Dynamics for Retail

Distribution (FMCG) helps you to:

- Enhance speed and efficiency of order-taking processes
- Cost-effectively track your inventory
- Increase warehouse efficiency
- Effectively analyse key business trends
- Respond quickly to new opportunities

How quickly can you process and turnaround your customer orders?

Intense price pressure at the retail front and shorter product lifecycles are placing tremendous pressure on retail distributors, shrinking your already slim margins. In addition, increasing challenges to the traditional distribution methods which bypass the distribution channels, such as mail orders and direct sales, makes running your business even more challenging today. To survive this onslaught, you need to think of new ways to add more value to your customers, improve customer service and lower overall costs.

Staying competitive and growing successfully means the need to adapt and respond quickly to fast-changing market trends and customer demands – without increasing your business costs. Some ways to achieve these include being vigilant in:

- Managing and processing your large volume of orders
- Cutting order turnaround time
- Optimising the utilisation of company assets, including inventory, warehouse space and delivery fleet
- Enhancing capabilities to analyze business data and customer buying trends.

Grow Your Business with Microsoft Dynamics

To address these challenges, you need a flexible IT infrastructure that can offer you the right business information that you need at the right time. Microsoft Dynamics, a flexible, adaptable business management solution from Microsoft, can help you build agile business processes, so you can service your customers better.

Working closely with our solution partners, Microsoft Dynamics enables retail distribution companies to improve order-taking productivity, optimise inventory levels, shorten delivery turnarounds, enhance purchase planning, increase visibility into historical business data and more. Microsoft Dynamics can be implemented quickly, customised easily and maintained effectively with minimal disruption to your business.

Transform Your Supply Chain with Progression Consultancy

Focused in providing specialised solutions for the fast moving consumer goods and distribution industry, Progression Consultancy Pte Ltd (Progression) delivers strong IT services and powerful industry solutions built upon the highly customisable Microsoft Dynamics suite of solutions.

A Certified Microsoft Partner, Progression's Retail Distribution (FMCG) Solution, focused on Supply Chain, Financial and Warehouse Management, integrates seamlessly with Microsoft Dynamics to improve order taking, enhance delivery planning and speed up decision-making.



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Improve Order Taking and Enhance Delivery Planning

With the large volume of orders you handle daily, you need an efficient way to manage your repeat orders and new ad-hoc sales. You also need to better track the physical location and status of your consignment stocks. Inventory picking and packing requires an efficient warehouse management system to increase “perfect orders”, reduce picking errors and lower costs due to invoice/shipment disputes and invoice adjustments.

With fast-changing product prices and complex customer-specific pricing, streamlining your sales and credit control will ensure a healthy cash flow and minimise revenue losses. The investment in your fleet of vans can be maximised with route optimisation which shortens delivery turnaround. What you need is a lean operational process and an integrated supply chain solution to increase value flow and transparency within your organisation.

Progression’s Retail Distribution Solution offers an efficient way to improve your supply chain efficiencies, from order taking, credit control to delivery planning and more. The revolutionary Mobile Order functionality also enables convenient on-site order taking, which integrates with the back office for faster order processing and fulfillment.

“Microsoft Dynamics NAV was chosen not only because the solution addresses 100% of our business requirement, but also the Solution Provider, Progression Consultancy, was able to understand our business and provide us with advices which are crucial in improving our business efficiency.”

Ms Emily Sim
Director
Freshening Industries Pte Ltd

Key Functionalities

- **Repeat order templates:** Easily create Repeat Order templates specifying customer’s regular orders with items and pricing details, which cut manual order taking time.
- **Mobile Order:** Capture orders with mobile devices at the point-of-sales, thus eliminating data entry of manual order forms. Instantly updates sales orders and triggers inventory allocation, warehouse picking list printing and delivery planning.
- **Credit control policy:** Automatically checks customer orders against credit standing for overdue invoices and overall balances against credit limits. Customer orders are verified against the minimum profit margin. Management approval is required before “below-the-limit” orders are processed for shipment.
- **Delivery planning:** Delivery route planning ensures asset optimisation and enhances customer service.
- **Warehouse management:** Automated “pick” and “put-away” enable better inventory movement and storage within the warehouse.

Key Benefits

- **Improve operational efficiency:** Automated data flow across the order taking process improves operational efficiency by up to 70% and increases transparency.
- **Captures new sales opportunities:** Convenient mobile order taking shortens sales cycles by instantly converting new sales opportunities to sales. Seamless back-office synchronisation prevents data errors, while customer responsiveness is improved with salespersons’ quick access to product information, delivery schedules etc.
- **Prevent revenue loss:** Credit control helps detect and control overdue balances, exceeded credit limits, below-the-minimum margins etc. Enables management to address issues before suffering financial losses.
- **Enhance inventory visibility:** Integrated warehouse system streamlines information flow and enhances inventory accuracy.
- **Maximise asset investment:** Effective delivery planning and warehouse management maximise delivery fleet and warehouse investments.



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“The multi dimensional features of the solution provide easy way to assemble sales data in various ways, thereby providing our user with the 360 degree view of the sales performance”

Mr. Chua Swee Hong
IT Manager
FUJIFILM (Singapore) Pte Ltd

Speed Up Business Decision-Making

An integrated supply chain system like Progression’s Retail Distribution Solution built on Microsoft Dynamics enables better data flow, enables real-time data access and enhances management visibility across the business. With real-time visibility into critical business data, key business processes such as purchase requisition can be better aligned to optimise inventory levels, reduce warehouse costs and enable just-in-time order fulfillment.

With a rich suite of multi-dimensional analytical tools, advanced business intelligence capabilities and business indicators available out-of-the-box, Progression’s Retail Distribution Solution delivers 360° view of your business.



Key Functionalities

- **Economic order quantity:** The system automatically calculates the economic order quantity based on historical sales data, seasonable demand and supplier lead time, before proposing a more efficient purchase plan.
- **Flexible control:** Users enjoy the flexibility of adjusting the system’s proposed purchase plan, before proceeding to create purchase orders.
- **Drill-down capabilities:** Ability to drill up, down and across by customer, by product and any levels of data.
- **Ease in custom reporting:** Generate ad-hoc or custom reports easily, including inventory aging-turn analysis, bookings, billing, backlog, receivables, margin analysis by products, credit-risk management, liquidity analysis reports and more.



Key Benefits

- **Improves purchase planning accuracy:** By eliminating planning by “gut-feel”, purchase planning accuracy is enhanced. This in turn improves “stock turn ratio” and reduces stock obsolescence.
- **Minimises inventory costs:** More efficient purchase planning ensures optimal inventory levels, currency of inventory items and minimises inventory costs.
- **Increases management visibility:** Management visibility is enhanced with sophisticated multi-dimensional analysis of business data, innovative drill-down capabilities and ease in management and ad-hoc reporting.

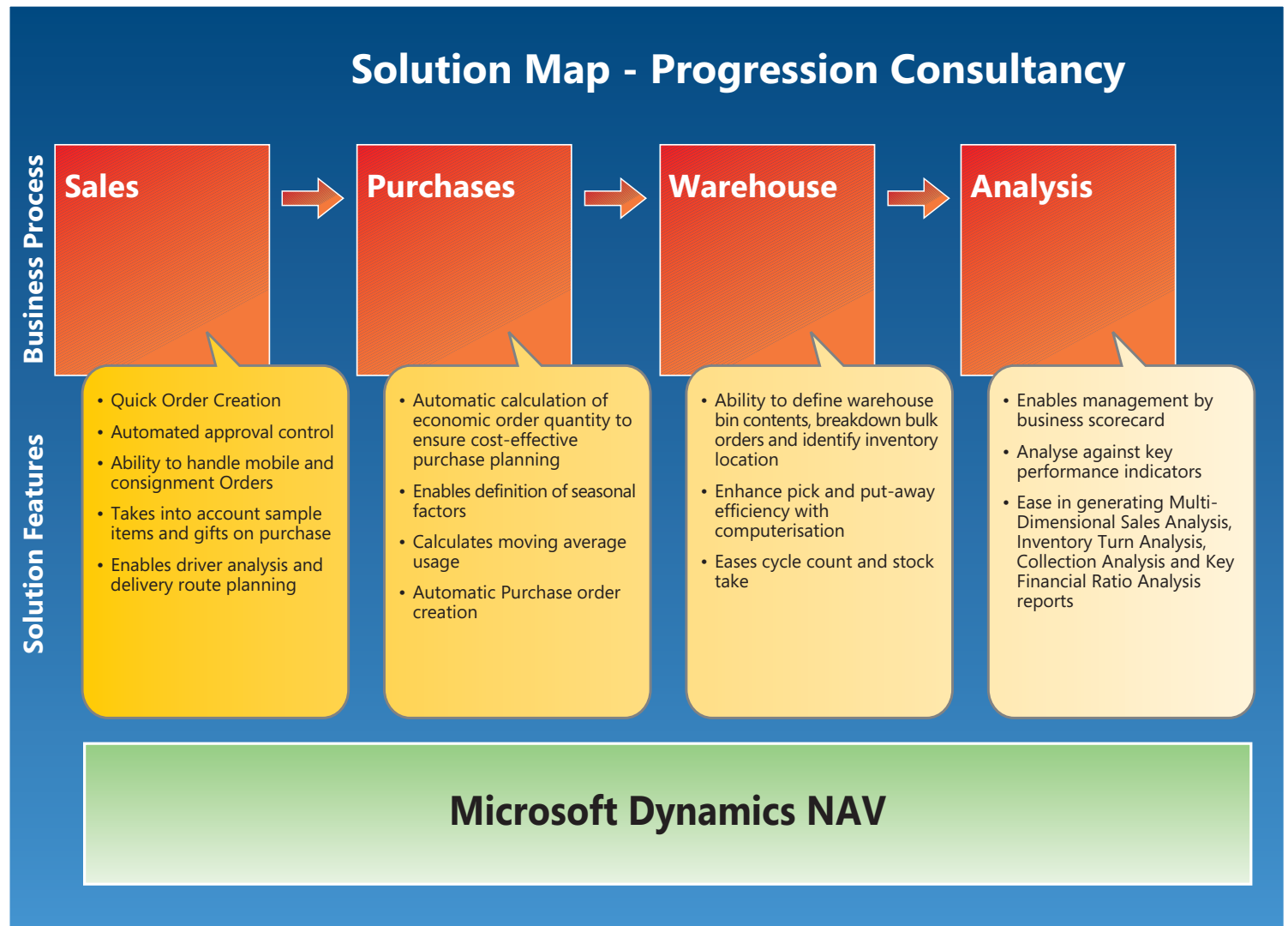


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"The solution was able to streamline our sales and purchase operation processes with more relevant real-time data, thereby doubling our productivity and improving customer service."

Ali Y Aladdin
 Chief Executive Officer
 Cylon Interactive Pte Ltd



Infinite Business Dynamics. Master Them All.

Progression Retail Distribution (FMCG) Solution is built on Microsoft Dynamics, a line of integrated, adaptable business management solutions that works like and with familiar Microsoft software, helping you drive business success. Over 298,000 customers around the world have already benefited from Microsoft Dynamics.



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www.microsoft.com/asia/dynamics

Microsoft Dynamics™ is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like and with familiar Microsoft software, automating and streamlining financial, customer relationship and supply chain processes in a way that helps you drive business success.

For more information, contact:



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Progression Consultancy's strong IT service background and powerful industry solutions have built a proven track record of success with more than 100 application implementations. Its powerful industry solutions enhance business-critical functions and helps businesses enhance their agility and ability to change. With extensive industry experience in Retail Distribution (fast moving consumer goods and distribution), Progression excels in offering specialised solutions and consultancy services including business process improvement advice and turnkey solutions built upon Microsoft Dynamics.

• Financial Management • Customer Relationship Management • Supply Chain Management

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