BENEFITS

Manage your inventory more effectively. Make the best use of your inventory, and control its distribution more efficiently, by identifying and optimizing is key step in your fulfillment process.

Increase productivity and data accuracy. Reduce the time employees spend manually entering data and the associated risk of introducing errors by tightly integrating and automatically sharing information between fulfillment and invoicing processes.

Respond to your customers. Give your customers what they need and want—fast, efficient service—by tailoring sales fulfillment workflow, item codes, and pick lists to their specific requirements without extra effort or disruption.
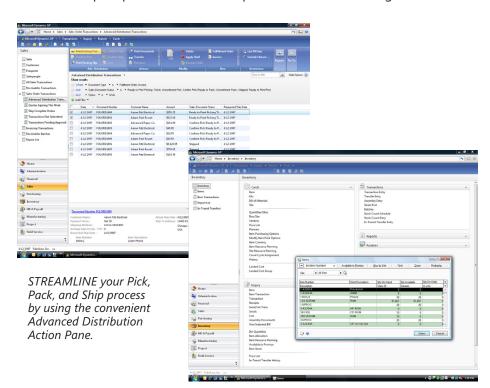
Maximize your net profit. Avoid costly errors or delays and improve customer satisfaction and retention with configurable, effective sales fulfillment workflow.

Speed access to information. Fuel rapid access to the detailed supply chain information that employees need to do their job with new SmartLists.

Advanced Distribution in Microsoft Dynamics GP

Maintain tight, efficient control over your distribution channels by harnessing sales fulfillment workflow, reducing data entry, and providing better access to information. Streamline your distribution cycle, giving you a high degree of control while ensuring speed and accuracy without extraordinary costs.

Advanced Distribution in Microsoft Dynamics™ GP empowers you to smoothly tailor distribution, providing the control and information you require to meet your business needs and those of your customers. Create user-defined sales fulfillment workflows, define process holds, and ensure that all drop-ship line items meet requirements before moving forward.

STREAMLINE your Pick, Pack, and Ship process by using the convenient Advanced Distribution Action Pane.

ESTABLISH CONSISTENT, ACCURATE WORKFLOW procedures by defining up to six stages within the order-to-invoice cycle.

Microsoft Dynamics™ GP

FEATURES	ADVANCED DISTRIBUTION

Integrated Fulfillment and Invoicing Processes	Reduce data entry and increase productivity. Transfer quotes, back orders, and orders to a fulfillment order. Turn fulfillment orders into invoices and automatically update Quantity Fulfilled values through the picking confirmation process.
New Advanced Distribution SmartLists	Fuel rapid access to the detailed supply chain information employees need to do their jobs. New SmartLists include: • Customer Items: Substitute Item, Substitute Item Date Range, Order Fulfillment Shortage Default • Priority Customer: Order Fulfillment Shortage Default, Priority • Receivables Transactions: Priority, Order Fulfillment Shortage Default • Items: Order Fulfillment Shortage Default, Priority, Document Status • Sales Line Item: Order Fulfillment Shortage Default, Priority, Document Status • Sales Transaction: Order Fulfillment Shortage Default, Priority, Document Status • Customer Address: Priority, Order Fulfillment Shortage Default
User-Defined Delivery Cycle	Identify and define key points in the fulfillment process and associate them with specific operations, such as printing, picklist production, or confirmations.
Variable Sales Fulfillment Workflow	Configure sales fulfillment workflow to produce an unlimited number of workflow document profiles, depending on the operating methods of individual departments or needs of specific customers.
Automatic Back-Order Allocation	Maximize delivery efficiency by allocating newly received inventory automatically across existing sales orders and updating quantity-to-invoice data based on defined rules.
Order-to-Invoice Transfer	Build pick batches for wave picking based on criteria such as customer priority, shipment date, customer class, or document ID.
Extensive Transaction Search	View, track, and modify transactions on-screen using a wide range of parameters such as ID, workflow status, batch number, or custom codes.
Customer Item Code Support	Cross-reference inventory and order-taking tools to the customer's own item codes to speed inquiries from both customer service representatives and customers.
Customer-Specific Item Substitution	Set automatic or date-sensitive item substitution to smoothly manage promotions, item shortages, or other needs.
Customer-Specific Picking	Customize instructions and print graphic-quality pick lists for specific combinations of customers and items to accommodate special needs, such as specific labeling, preparation, or packaging requirements.
Enhanced Lot Management	Set custom rules for inventory date requirements, and receive automatic warnings when stock to be received falls below minimum acceptable shelf-life rules.

Fulfillment Order	Connect fulfillment and invoicing processes and reduce data entry by transferring quotes, back orders, and orders to a fulfillment order, which can then be turned into a final invoice for posting.
Tighter Integration to Quantity Fulfilled	Help eliminate manual processes for entering fulfillment quantities on sales line items by using automatic updating of the Quantity Fulfilled field during the Pick Confirmation step.
Document Status Rollback	Perform rollbacks for individual or groups of documents for precise tracking control at any stage of the ordering and fulfillment process.
Status Change History	Track status change history precisely, including user ID, date, and time of the status change.
User-Defined Process Hold	Maintain flexible control over workflow by defining process holds on the fly.
Line-Item Workflow	Prevent sales fulfillment workflow from advancing until all line items meet requirements.
Auto Allocation Enhancements	Instantly assign or restrict allocations based on customer priority or requested ship date.

For more information about Advanced Distribution in Microsoft Dynamics GP, visit www.microsoft.com/dynamics/gp.

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