



Achieve flexibility in commercial processes plus purchasing control and visibility to ensure your operations are running smoothly



Customer and profit are king in the distribution sector and it is a difficult balance to strike. Control and flexibility are equally important for the modern distributor:

"We need our Business Central system to flex to how we do business with vendors and customers; what discounts, items and trade structures are in place. We need to reduce the admin in order to provide this personalized service."

"I'd like the data in our system to be more accurate, for the fields to reflect our business and controls in place to reduce errors."

"In procurement processes we need additional controls in place. For example for selecting preferred suppliers or items, or to adhere to budget spend as we go, rather than find out at the end of the month."



Prodware Distribution is an end-to-end vertical solution built around Microsoft Dynamics 365 Business Central, and helps distributors across key areas of your business. Available as either a Base or Advanced edition, depending on your needs.

### What's inside the Base edition?

The solution covers functions to meet commercial, procurement and technical needs:

- Advanced Sales Discount
- Sales Assortment
- Free Product Items
- Trade Agreement
- Trade Structure
- Purchase Restriction
- Mandatory Fields
- Free Fields

### What's inside the Advanced edition?

In addition to Base functionalities, the solution extends into warehouse, logistics and management needs:

- Quality Management
- Budget Control
- Shipping Management
- Supplier Tender Management
- Warehouse Management
- Master Data sharing



## What is in the Base edition? Here's a taste...

### Commercial

Organizations need the flexibility to be able to offer their customers personalized discounts, based on various and combined criteria. With **Advanced Sales Discount**, you can provide a more extensive discount to your customers. Where standard Business Central determines the best (single) discount, you can now stack the discounts and give a discount over the discount.

Do you lose productivity when processing sales orders when manually cross-referencing preferred items to make available to customers? **Free Product Items** helps you with specific commercial rules, automatically including free items that match the criteria to sales orders for easy selection.

Do you want to speed up and improve personalized service for your customers? **Sales Assortment** helps you improve the sales order process by creating a preferred item list for each customer

### Purchasing

Sometimes, items cannot be purchased before the supplier has passed an approval process. To help you automatically exclude suppliers who have not yet been approved, two new settings have been added with **Purchase Restriction** functionality.

### Data

Do you need to further personalize the fields and the data entry processes in Business Central to meet your needs? **Mandatory Fields** functionality allows you to select key areas (customer, vendor, General Ledger account, Items, Resource, Jobs and Fixed Assets) and make selected fields mandatory for completion. In addition, **Free Fields** allows you to customize up to 14 fields with no need for development.

## What is in the Advanced edition, in addition to Base functionalities?

### Quality Management

**Quality Control** functionality helps you measure and manage quality compliance throughout your inventory processes. It manages central product specifications, quality orders and shipments. **Complaints Management** helps you register and manage complaints from customers, suppliers and employees. Workflows and escalation framework for non-conformity procedures helps when internal due process is not followed.

### Financial and management

The **Budget Control** feature gives you the flexibility to manage your budget not just at Actual, with Warnings and Alerts in place prior to budget completion so that business activity can be amended and productivity not impacted.

**Master Data Sharing** allows you to share referential data among several companies, each company benefits from common data and updated data such as customers, vendors, items etc.

### Warehouse & logistics

If you deal with large volumes of export and import you will need to differentiate suppliers and freight forwarders, and when dealing with customs and handling containers you need specific requirements in contract management. **Shipping Management** functions helps here, and gives out-of-the-box reporting to track goods movement, customs information and container contents.

**Warehouse Management** functionality extends existing Business Central warehouse management features to easily handle pallet management, bin management, packaging and also printing and reading of labels.

Speak to Prodware about how a sector-specific system for your business built on market leading ERP tech will keep you agile, competitive and in control.

