Microsoft® Business Solutions–Great Plains®

Advanced Distribution

Maintain tight, efficient control over your distribution channels and drive superior customer service by harnessing distribution workflow, reducing data entry, and providing better access to distribution information.

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

VIEW INVENTORY LEVELS for specific items at a glance.

BENEFITS

Optimize distribution
Streamline your distribution cycle by making it fit your specific needs, giving you a high degree of control while ensuring that you obtain speed and accuracy without extraordinary costs.

Manage your inventory more effectively
Make the best use of your inventory and control its distribution more efficiently by identifying and optimizing the 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 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 workflow.

Access precise information
Remove roadblocks to productivity and enable efficient customer service by giving your employees easy access to all the current and historical information on your distribution line—shipment date, status, latest receipts, and more—and increasing information visibility with advanced distribution SmartLists.

Configure your solution to meet specific needs
Smoothly tailor the solution to provide the control and information you require to meet your business needs and those of your customers.

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Tailored Workflow

Meet the unique business needs of your organization and customers. With complete control over configurable workflows you can:

• Create user defined workflows, each with a distinct purpose.

• Define process holds at your discretion.

• Ensure all drop-ship line items meet requirements before moving forward.

Integrated Fulfillment and Invoice Processes

Reduce data entry and increase productivity. With tight integration between fulfillment and invoicing processes you can:

• Transfer quotes, back orders, and orders to a Fulfillment Order.

• Turn Fulfillment Orders into invoices.

• Update, automatically, Quantity Fulfilled values through the picking confirmation process.

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**: Order Fulfillment Shortage Default, Priority

• **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**: Order Fulfillment Shortage Default, Priority

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FEATURES OVERVIEW

User-Defined Delivery Cycle	Identify and define key points in the fulfillment process and associate them with specific operations such as printing, pick list production, or confirmations.
Variable Workflow	Configure 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 a number of criteria such as customer priority, shipment date, customer class, or document ID.
Extensive Transaction Search	View, track, and modify transactions onscreen 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 reps and the customer.
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.

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FEATURES OVERVIEW

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 with automatic updating of Quantity Fulfilled 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 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.
New Advanced Distribution SmartLists	Enable employees to quickly locate and query detailed supply chain information.