



Trade

NAVISION AXAPTA®

Trade overview

- Inventory, stock-taking and item locations
- Five inventory dimensions for exact stock-location of items
- Direct purchase creation from sales order
- Conversion of currency on open orders
- Easy-to-use price overview
- Unit conversion and handling
- Direct open-transaction editing
- Direct settlement of entries from order
- Backorders, alternate items and scrap
- Delivery fulfillment status, partial delivery
- Standard cost price
- One-time customers and suppliers
- C.O.D. (Cash On Delivery)
- Monitoring of collection letters
- Ledger reconciliation
- Allocation of misc. charges on cost prices
- Statistical and follow-up tools
- Trade statistics, Intrastat and EU sales list
- External item numbers and descriptions
- A wide variety of informative reports



| Trade

Presenting Navision Axapta Trade

The Trade functionality enables a company to not only automate a wide range of sales and purchasing processes, but also to integrate these processes with other Navision Axapta modules such as Financial, Logistics, and Production.

Using Trade as a basis, companies are able to optimize the cost of sales, develop new approaches to increasing sales, reduce costs associated with purchasing, tightly link supply with demand, and much more.

The data history captured via Trade makes it easy to monitor and optimize your product-development process and time to market. This helps your company react quickly and adjust its product line in response to market changes – an essential capability in an era of ever-narrowing margins.

Either directly or indirectly, Trade is used by a cross-section of personnel that perform a variety of functions. Key functionality provided by Trade includes the following:

- Easy automation of sales and purchasing processes
- Greater visibility of sales and purchasing costs
- Better decision support for management

Each of the above areas is further described in this fact sheet.

NAVISION®
The Way to Grow



Easy Automation of Sales and Purchasing Processes

From the submission of a sales quotation, to the delivery and invoicing of an order, Navision Axapta Trade permits end-to-end automation of sales and purchasing processes.

Throughout the sales process, for example, Trade can check credit ceilings, customer accounts owing, follow-on orders, goods shortages, etc. On the purchasing side, the system can be automated to find a suitable product with due consideration of delivery deadlines, price conditions or other parameters, and then to perform a comparison of quotations received. Freight rates, customs duties, taxes and other charges can also be handled using specially configured system routines. The functionality of the Inventory module means that optimizing all the processes affecting economical and efficient inventory is simple and straight-forward.

Automated sales procedures

The sale, delivery and invoicing of items or services constitutes the lifeblood of every company. A Navision Axapta solution automates this entire process.

Start with finding the right price for the customer – enter the quantity of the item or items, and get an overview of the pricing, including any special agreements for this customer. Enter the quote and convert it into an order. Print, fax, e-mail or web-enable the quote and order confirmation to the customer. The system calculates the tax and checks the inventory, as well as the customer's credit.

A picking list is printed at your warehouse, which assembles the shipment and informs the system of

any exceptions. When the actual picking did not match the printed picking list, this is reported back to the system in order to always have a correct picture of the stock on-hand. Subsequently, the items are sent with a delivery notice and various optional shipping documents.

Navision Axapta Trade helps automatically keep track of backorders. The minute the item arrives from production or a supplier, a shipment can be automatically initiated.

Automated purchasing procedures

The tasks of receiving the right product or the right service at the right time, at the right place and especially at the right price, are all administered by the purchasing functions in Trade. A purchase can be initiated from inventory coverage rules, from a production order or from a sales order. Once a purchase is initiated, you can acquire a quotation and then print, fax or e-mail the purchase order to your supplier.

After the item has arrived, it is matched with the purchase order and any deviations are noted in the system. A receiving document is printed, and the shipment is subsequently recorded in the system as received before it is invoiced and transferred to the payment function.

The tight integration between Navision Axapta software modules ensures that registration need only be performed at one location in the system. After that, all relevant areas of the system are automatically updated. This can greatly simplify procedures, while

NAVISION®
The Way to Grow



Trade

reducing or totally eliminating the risk of error.

On-hand inventory of item configurations

Item configurations are easy to handle. An on-hand inventory is available for each item configuration. This means that if your company buys work gloves, for example, it assigns the entire receipt of work gloves to the same item number and specifies the glove size as a configuration. All item configurations are found under one and the same item number, making on-hand inventory of item configurations much easier to assess than if an SKU number (Stock Keeping Unit) is created for each item configuration.

Easy to tailor for each user

Through the Show and Hide function, users have the option of selecting fields to be shown on screen in connection with specific tasks or procedures with just a mouse click. Similarly, field groups, entire pages or function buttons can be hidden. Thus the individual user can continuously optimize and adapt his/her procedures to the workflow.

The user can also choose between simple and advanced screens when entering sales or purchase orders. The simplest layout shows only information that is absolutely necessary to create a sales or purchase order. This eliminates the need to skip irrelevant fields. If more sophisticated functions are needed, the user selects the advanced screen with additional fields.

Greater Visibility of Sales and Purchasing Costs

By combining automated processes with powerful reporting tools, Navision Axapta Trade software provides greater visibility of sales and purchasing costs.

Optimizing product flow becomes more important as your company seeks to improve customer service, optimize costs, and lower costs of carrying inventory. Trade will help you achieve more effective monitoring and control of the selling and purchasing processes as well as associated costs.

Audit trail and continuous updates

An audit trail is automatically assigned to every ledger transaction, allowing you to trace all associated entries or vouchers throughout the system. This helps with invoicing, for example, by creating relevant entries at all locations affected by a transaction.

This makes it very easy to trace transactions in the core Financials functionality and to see the entries generated by the transactions in Accounts Receivable and Inventory. Your trace can start in General Ledger, Accounts Receivable or Inventory. And you can display or reprint original documents regardless of where your search was initiated.

Statistical and follow-up tools

To allow easy retrieval, all data is stored in the system with a high level of detail. A number of built-in tools make it easy to base analysis and calculations on company data. The reports can be displayed in a

NAVISION®
The Way to Grow



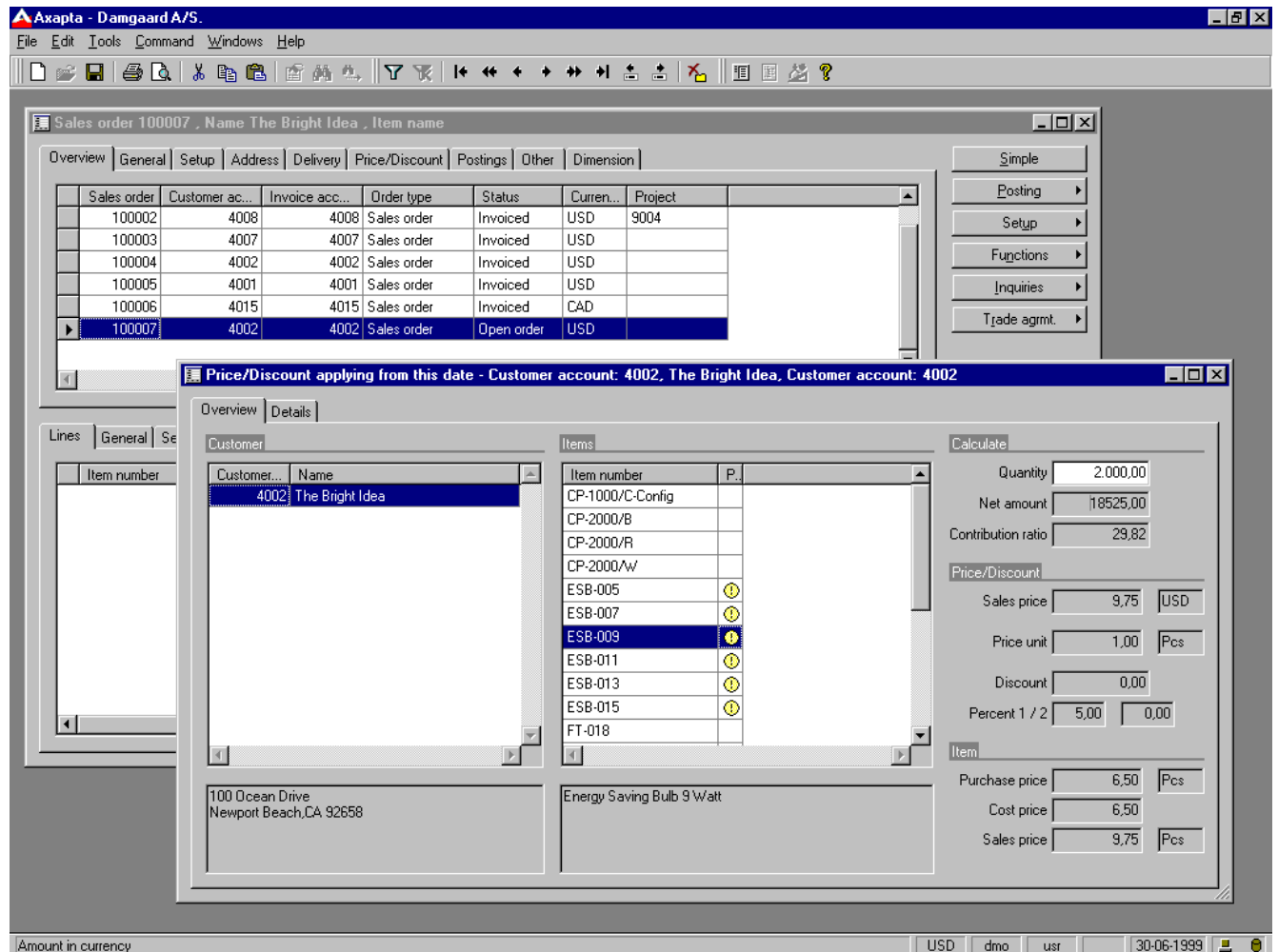
Trade

variety of formats, which can be saved, modified and printed as needed.

The high level of detail in the database also facilitates

transactions in various subsidiaries. There is no limit to the number of dimensions, and new dimensions

automatically appear in screen displays, reports,



Find the right price for the customer. Enter the quantity, and get the price immediately including any special agreement for the customer.

further information processing using Management Information Systems (MIS) or OnLine Analytical Processing (OLAP) tools.

Dimension tracking

The unique dimension tracking makes it easy to separate the accounts of divisions and departments. All transactions can be marked with dimension data that makes it possible to sort and delimit the

menus and all other places where the information is accessed.

Unit conversions

The system contains many facilities for converting units. A company which receives items in cases, inventories them in cans and then sells them in six-packs can set conversion parameters so that the

NAVISION[®]
The Way to Grow



amount and volume always correspond to the actual units. This improves process efficiency ensures that the on-hand inventory count is correct.

Better Decision Support for Management

A key strength of Trade is decision support — a vital capability that can be used by management as well as sales, purchasing, logistics and production personnel.

Inventory valuation and stock status

All historical data can be used to form the basis for valuation and stock status reports, both globally and in detail. This provides a solid basis for decision-making.

When orders are placed, journals are posted, or purchase orders updated, all affected data is updated by the system. This ensures that original documents can always be retrieved, displayed and reprinted.

For all posted transactions, an audit trail is automatically created, enabling detailed tracking and follow-up of historic events. The transaction tracking lets you follow transactions throughout the system (for example, an order invoice can be traced to Ledger or Inventory, or the reverse). You can also specify why purchased and sold items were returned.

Standard cost price

Navision Axapta Trade makes it possible to monitor variations in purchase price vs. the standard cost price, while profit margins of relevant sales orders are monitored both in terms of standard cost prices and purchase prices.

When recording a receipt, the inventory value is posted on two general ledger accounts – the standard cost price is posted on the inventory received account,

and the difference is posted on an adjustment account. As a result, such postings as sales commissions are kept clear of fluctuations in the purchase price and are calculated on the basis of the standard cost price.

Allocating miscellaneous charges on cost prices

The automatic calculation of miscellaneous charges on purchase orders makes purchase recording faster and more efficient. The number of miscellaneous charges can be varied. If a miscellaneous charge is added to a purchase, the cost can be prorated by price, quantity or equally on each line of the order. You can also indicate whether the allocation should be made on all lines or only on positive or negative lines.

If a purchase is connected to a subsequent cost (such as shipping), the posting can be performed so it only affects that particular purchase. This protects the system's post-adjustment option, which permits invoicing even if all costs have not been recorded.

Delivery

Accessibility to all historic data, combined with Navision Axapta's built-in follow-up and analysis tools, makes it easy to evaluate supplier performance. By combining this with the system's other features, you can continuously document and manage your suppliers' service level.

It is possible to specify the acceptance of excess-delivery or under-delivery on all items, if relevant. Similarly, it is possible to accept or reject partial

NAVISION[®]
The Way to Grow



Trade

deliveries. If the delivery exceeds defined limits, the system will automatically draw attention to the error, both in regards to orders and purchases.

Handling returned items

You can predefine any number of returned-item reasons, together with appropriate resulting actions. Depending on the reason, the system will post the item to scrap, repair, inspection or return to inventory/supplier. The follow-up and analysis tools can subsequently be used to evaluate the returned-item reasons. The system can print all relevant documents (for example, freight bills, credit notes, etc.) in connection with the return.

Backorders

The system provides quick and easy reporting on backorders of purchase and sales orders, including individual backorder lines. This allows continuous monitoring of failed deliveries to suppliers and customers, as well as past-due invoices.

Address:

www.navision.com

Copyright © 2001 Navision a/s (NavisionDamgaard a/s), CBR No. 76 24 72 18. The trademarks referenced herein and marked with either ™ or ® belong to Navision a/s (NavisionDamgaard a/s) or Navision Development a/s. The names of actual companies and products mentioned herein may be the trademarks of their respective owners. No part of this document may be reproduced or transmitted in any form or by any means, whole or in part, without the prior written permission of Navision a/s. Information in this document is based on Navision Axapta version 2.5 and subject to change without notice. All rights reserved.

NAVISION®
The Way to Grow