

MICROSOFT BUSINESS SOLUTIONS-AXAPTA TRADE

Microsoft® Business Solutions-Axapta® Trade empowers you to deliver better customer service and helps reduce costs through optimization of your sales and purchasing processes.

Key Benefits:

- Deliver better customer service with more efficient sales processes
- Reduce costs by optimizing your purchasing processes
- Improve relationships with your customers and suppliers using trade agreements
- Trade seamlessly with your subsidiaries with the ability to manage intercompany orders within one system.
- Achieve better cost control with greater visibility into cost prices and accurate inventory valuation

Microsoft Axapta is an all-in-one solution that gives you real-time connectivity across your business. Using the Axapta Trade module, you can integrate sales and purchasing processes with other key functional areas of the system including Financials, Logistics, Production, Warehouse Management, Commerce Gateway and CRM.

Deliver better customer service

Microsoft Axapta Trade automates the entire sales process. When entering sales orders, the system automatically checks credit limits, customer account information, pricing agreements, and inventory levels so you can give your customers real-time information. You can print, fax, e-mail, or publish order confirmations on the Web, offer your customers flexible invoicing options, keep track of backorders and manage returned items.

To further speed up your sales and purchasing process, you can electronically exchange trading documents with your customers and suppliers using the Microsoft Axapta Commerce Gateway.

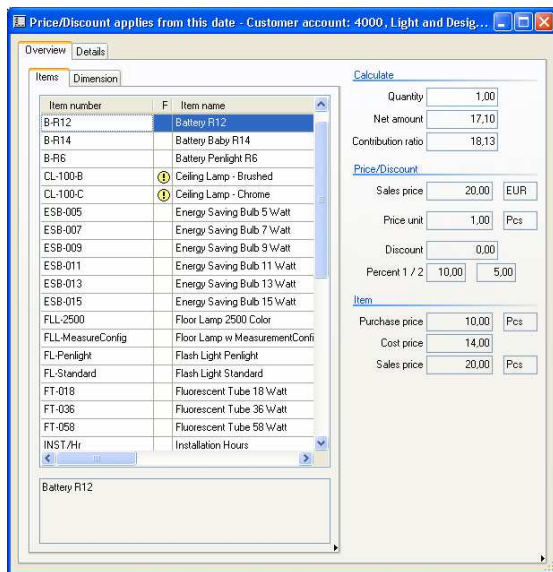
Optimize your purchasing processes

Microsoft Axapta Trade helps you purchase the right products at the right time with the best price. With insight into supplier prices and lead times, you can compare quotations received from suppliers with consideration of delivery deadlines, price conditions or other parameters. Historical data and analysis tools enable you to evaluate past vendor performance so that you can make more informed purchasing decisions.

The tight integration within Microsoft Axapta means that you only need to register received goods once, and then all relevant areas of the system are automatically updated. This streamlines record-keeping and saves time and resources, while reducing the risk of manual errors.

Build stronger relationships with your customers and suppliers

Trade agreements help you to set up detailed price agreements with your customers and suppliers. The flexibility of the system means you can set up customer, vendor or item specific pricing and discounts. You can automatically retrieve prices and discounts when entering orders and assign validity dates to prices for both items and customers.



Get fast insight into pricing and discount details for individual customers

Trade seamlessly with your subsidiaries

The Intercompany functionality enables several subsidiaries or distribution centers to trade internally within one Microsoft Axapta installation. Sales and purchase orders can be created manually or automatically across your subsidiaries. You can minimize your stockholding costs by having visibility into inventory in all subsidiaries and sourcing inventory across locations.

Achieve better cost control with greater visibility

Microsoft Axapta trade helps you maintain accurate inventory valuation and gain insight into the variation of your cost prices. The cost price of inventory can be continuously updated through re-calculations to reflect the actual price. The standard cost price and any differences can be posted to different general ledger accounts so that variances are readily visible.

Inventory valuation can be performed according to different methods for different items including FIFO,

LIFO, weighted average and standard cost price. The handling of miscellaneous charges helps make inventory valuation more accurate. You have full control over the effect of miscellaneous charges, such as freight and insurance, on cost prices.

Part of a total solution

Microsoft Axapta Trade is part of Microsoft Business Solutions–Axapta, a customizable, scalable and global Enterprise Resource Planning (ERP) solution that supports connectivity with your business community and provides you with a fast and powerful way to gain competitive advantage.

For more information about Microsoft Axapta

To learn more about Microsoft Axapta, contact your local Microsoft Business Solutions office or Microsoft Certified Business Solutions Partner, using the following Web address. They have the expertise to meet your specific business needs.

About Microsoft Business Solutions

Microsoft Business Solutions, a division of Microsoft, offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket and corporate businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success. More information about Microsoft Business Solutions can be found at www.microsoft.com/BusinessSolutions.

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| Key Features | Description |
|--|---|
| PURCHASE ORDER CREATION | <ul style="list-style-type: none"> ▪ Exact use of cost prices from purchase order when invoicing sales order ▪ Purchase orders can be initiated from production orders, sales orders or inventory coverage rules ▪ Easy creation of purchase orders with direct linkage to the sales order to support just-in-time purchase for customer requirements ▪ Includes inter-company purchases |
| CONVERSION OF CURRENCY ON OPEN ORDERS | <ul style="list-style-type: none"> ▪ Real-time conversion of currency on open orders |
| EASY-TO-USE PRICE OVERVIEW | <ul style="list-style-type: none"> ▪ Accurate and real time price calculation for increased customer service ▪ Easy access to individual customer prices and discounts ▪ Possible to compare cost prices against revenue |
| UNIT CONVERSION AND HANDLING | <ul style="list-style-type: none"> ▪ Automatic conversion of purchase units into inventory handling units ▪ Automatic conversion of inventory handling units into sales units ▪ Price and discount agreements can be applied to different sales units |
| DIRECT OPEN-TRANSACTION EDITING | <ul style="list-style-type: none"> ▪ Settle invoices when posting credit notes ▪ Settle prepayments when posting invoices |
| DIRECT SETTLEMENT OF INVOICES FROM ORDER | <ul style="list-style-type: none"> ▪ Easy creation of credit notes from invoice journals |
| BACKORDERS | <ul style="list-style-type: none"> ▪ Quick overview of current backorders for both purchase and sales orders ▪ Notification of backorders when receiving goods ▪ Follow up on purchase backorders ▪ Print backorder information on delivery documentation and invoices |
| ALTERNATE ITEMS | <ul style="list-style-type: none"> ▪ Automatic substitution of unavailable items with alternate items |
| DELIVERY FULFILLMENT STATUS, PARTIAL DELIVERY | <ul style="list-style-type: none"> ▪ Notification of partial deliveries and remainders on sales order documents ▪ Specify acceptance parameters for excess and under delivery |
| COST PRICE PRINCIPLES | <ul style="list-style-type: none"> ▪ Cost price principles: FIFO, LIFO, standard cost price, and weighted average ▪ Individual cost price principles per item group |
| ONE-TIME CUSTOMERS AND SUPPLIERS | <ul style="list-style-type: none"> ▪ Real time creation of new customers and suppliers when creating orders |
| C.O.D. (CASH ON DELIVERY) | <ul style="list-style-type: none"> ▪ Printing of C.O.D. documents when invoicing ▪ Follow-up on C.O.D. outstanding |
| LEDGER RECONCILIATION | <ul style="list-style-type: none"> ▪ Easy reconciliation of inventory values versus ledger transactions for revision purposes |
| ALLOCATION OF MISCELLANEOUS CHARGES ON COST PRICES | <ul style="list-style-type: none"> ▪ Different methods of handling miscellaneous charges available ▪ Add miscellaneous charges to item cost prices ▪ Post-adjustment of item cost prices possible for allocation of subsequent costs |
| INTERCOMPANY | <ul style="list-style-type: none"> ▪ Real time creation and update of inter-company sales orders from purchase orders and vice versa ▪ Receive items automatically based on the selling subsidiary's delivery note ▪ Invoice items automatically based on the selling subsidiary's invoice ▪ Make stock-on-hand inquiries in all subsidiaries ▪ Exchange of information between subsidiaries is possible without having to use identical identification for customers, vendors, items, units, etc. |

| Key Features | Description |
|---------------------------|--|
| BLANKET ORDERS | <ul style="list-style-type: none"> ▪ Create and maintain purchase and sales blanket orders ▪ Create release orders directly from the blanket order ▪ View delivery status from the blanket order |
| COUNTING AND TAG-COUNTING | <ul style="list-style-type: none"> ▪ Stock-taking with or without locking items ▪ Use tag counting and transfer to counting journal |
| TRADE AGREEMENTS | <ul style="list-style-type: none"> ▪ Set up price, discount, multi-line discounts and total discount on customers, vendors, and items as well as groups of these ▪ Set up prices and discounts in all currencies ▪ Set up future prices and discounts without affecting current setup ▪ Automatically retrieve prices and discounts when entering orders ▪ Automatically calculate multi-line and total discounts on orders |
| RETURNED ITEMS | <ul style="list-style-type: none"> ▪ Print freight slips and credit notes ▪ Possible to post returned items to scrap, repair or inspection and allocate reason codes |

System Requirements

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| <p>TO OBTAIN ALL OF THE FEATURES MENTIONED IN THIS FACT SHEET, THE FOLLOWING MODULES AND TECHNOLOGIES ARE REQUIRED:</p> | <ul style="list-style-type: none"> ▪ Microsoft Business Solutions–Axapta 3.0 ▪ Microsoft Business Solutions–Axapta Trade ▪ Microsoft Business Solutions–Axapta Trade Agreements ▪ Microsoft Business Solutions–Axapta Intercompany ▪ Microsoft Business Solutions–Axapta Business Analysis ▪ Microsoft Business Solutions–Axapta Commerce Gateway ▪ Microsoft BizTalk Server ▪ Microsoft Analysis Server |
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01 October, 2003

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