CONNECT

Business solutions for a world without borders

Microsoft Dynamics™ AX

ACCELERATE

"The out-of-the-box Role Centers in Microsoft Dynamics AX 2009 add value from day one for all employees in our organization. Our users see enormous value with the visuals, the ability to easily design cues, and the year-to-year comparison."
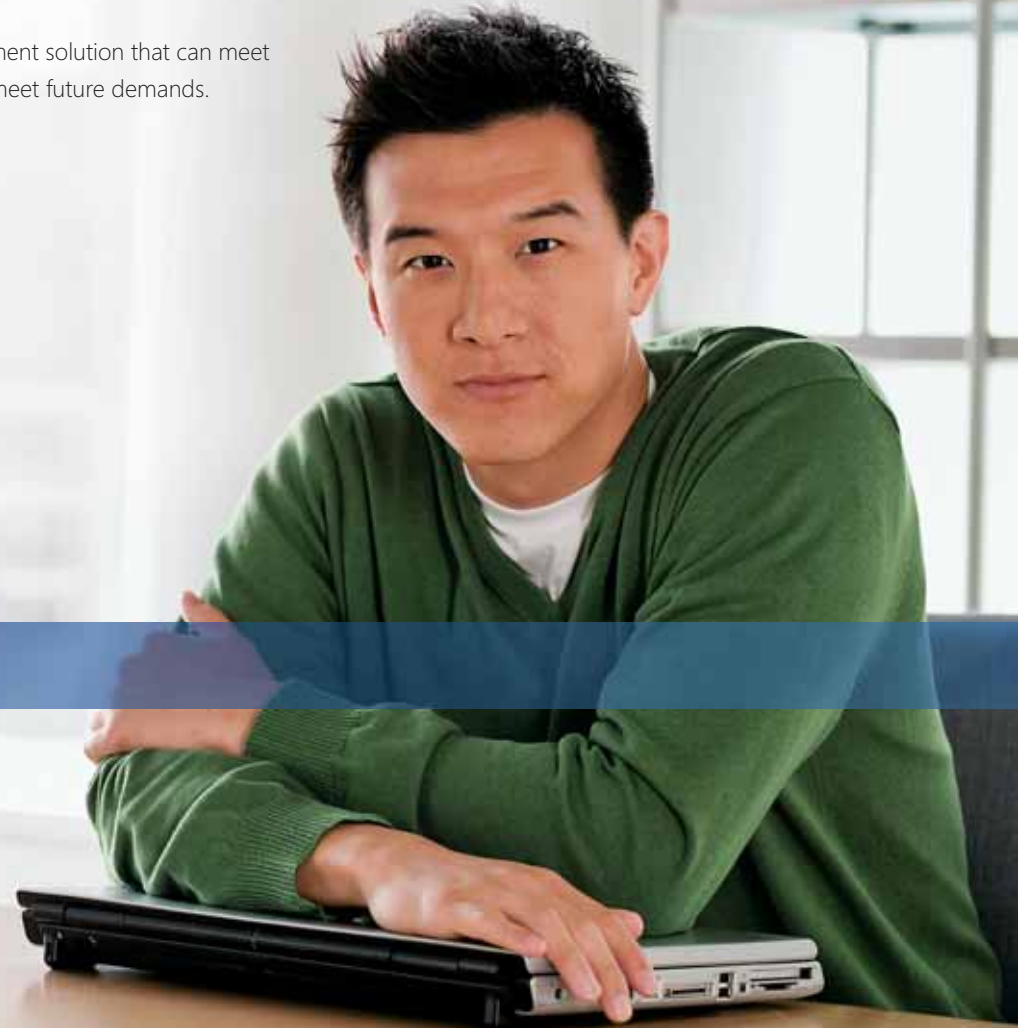
John Elmer, Rodgers and Hammerstein

Business without borders

Boundaries are dissolving across economies, industries, individual companies, and business relationships. The marketplace is more than interconnected—it's a matrix of global opportunity.

Successful businesses are weighing IT investments carefully to help them achieve their strategic goals—reducing costs, finding new markets, and taking advantage of existing markets to find new customers, expand current relationships, and grow revenues. In many cases, they are aware that by expanding their investments, they can gain the flexibility to take them through uncertain economic conditions. The right business management solution can help people to work quickly and efficiently, manage growth and change, and meet the demands of a global market.
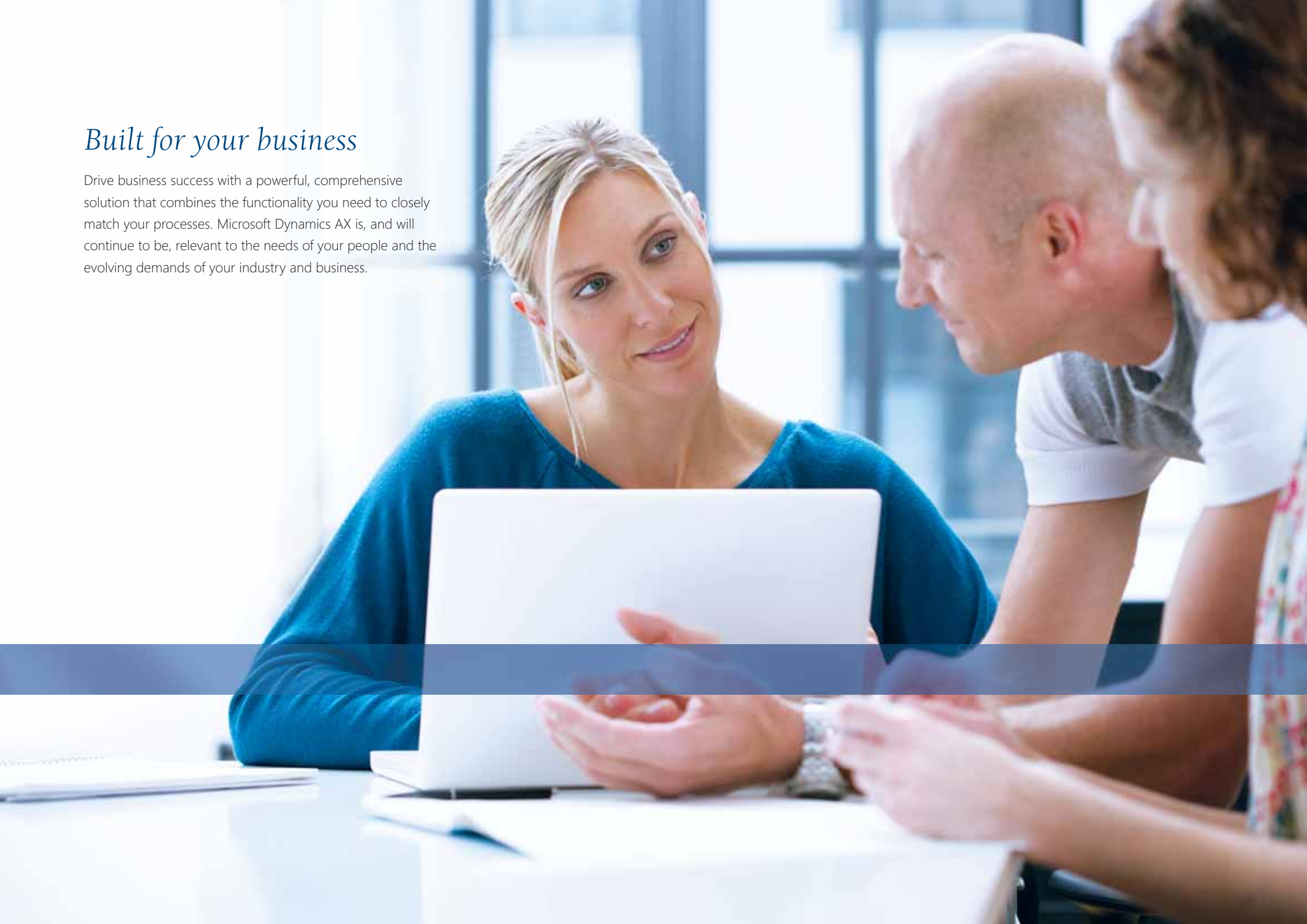
Microsoft Dynamics™ AX 2009 can deliver that solution. Familiar and easy to use, Microsoft Dynamics AX can help you to run your business across locations and countries by consolidating and standardizing processes, providing visibility across your organization, and simplifying compliance. We also offer a wide range of industry-specific solutions, extending capabilities for Microsoft Dynamics AX to fit the needs specific to that industry.

The result? A business management solution that can meet your needs now and evolve to meet future demands.

Built for your business

Drive business success with a powerful, comprehensive solution that combines the functionality you need to closely match your processes. Microsoft Dynamics AX is, and will continue to be, relevant to the needs of your people and the evolving demands of your industry and business.

Compliance Management

- Compliance Center
- Country-specific functionality
- Audit trails and access control
- Embedded workflow capabilities

Collaborative Workspace

- Enterprise Portal based on SharePoint® technology
- Integrated unified communications

Mobility

- Mobile Sales Assistant

Financial Management

- General ledger
- Accounts receivable and payable
- Bank management
- Fixed assets
- Shared services support
- Cost accounting
- Intercompany accounting and consolidation

Business Intelligence and Reporting

- Standard, ad-hoc, and analytical reports with Microsoft® SQL Server® Reporting Services
- RoleTailored, predefined, multi-dimensional data cubes
- Dashboard views of key performance indicators (KPIs)
- Integration with Microsoft Office PerformancePoint™ Server 2007

Microsoft Dynamics AX Solution Areas

Manufacturing

- Finite and infinite capacity and materials planning
- Job scheduling and sequencing
- Resource management
- Shop floor management
- Work order management with job costing
- Product configuration
- Quality management
- Lean manufacturing

Service Management

- Service orders and contracts
- Service calls and dispatching
- Repair management
- Service subscription

Sales and Marketing

- Sales force and marketing automation
- Lead and opportunity management
- Telemarketing and telesales
- Sales management
- Customer self-service portal
- Document management

Human Resource Management

- Organizational and workforce management
- Recruitment and selection
- Employee development and performance
- Skills mapping
- Training
- Expense management
- Employee self-service portal

Supply Chain Management

- Demand forecasting
- Intercompany trade
- Inventory management
- Distribution planning
- Procurement management
- Vendor self-service portal
- Business-to-business trading partner integration
- Multi-site warehouse management
- Order handling with trade agreements
- Item and lot number reservation and tracking
- Order promising
- RFID-enabled
- Distribution planning

Project Accounting

- Project finances and invoicing
- Project cost control
- Revenue recognition and work in progress (WIP)
- Integration with production
- Consultant self-service portal
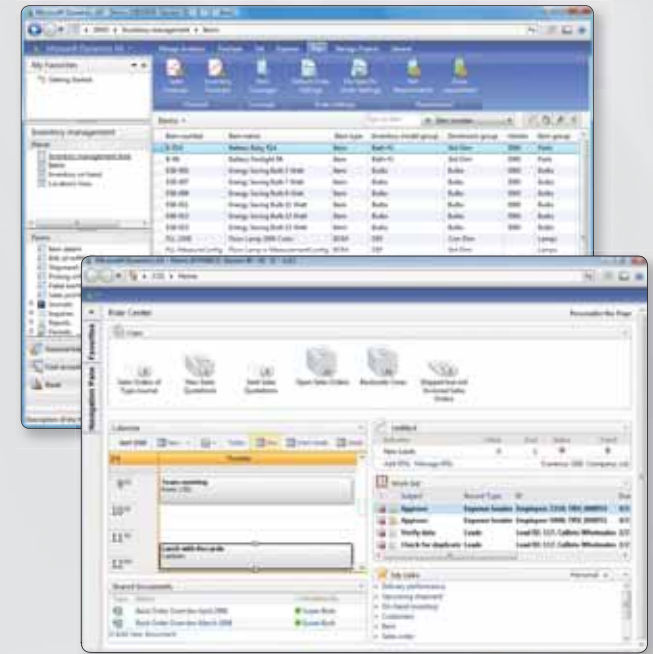
Help people work fast and smart

"The level of integration with the rest of the Microsoft suite really drives home Microsoft's commitment to technology, productivity, and end-user empowerment."
Greg Brock, Techmer PM

In the volatile world of business, individual productivity and effectiveness has a direct impact on your bottom line. Give people familiar, easy-to-use tools that enable them to work quickly and make smart, proactive decisions.

- Free people to focus on business—rather than on learning new applications—with a solution that looks and feels like a familiar Microsoft user experience.

- Work effectively with an intuitive, Role Tailored user interface and Role Centers that help employees organize, prioritize, and access tasks and information from within a single window.

- Expand the reach of decision-making with ad-hoc, self-service business intelligence and reporting tools that help people analyze data through dashboard KPIs, Microsoft® Office Excel®, Business Analytics in Microsoft Dynamics AX, and PerformancePoint Server.

- Help people to work smoothly with Microsoft Dynamics AX data without leaving their Microsoft Office applications.

- Build strong connections with employees, customers, and partners using integrated, unified communication and collaboration tools.

A familiar user interface makes Microsoft Dynamics AX easy to use, and Role Centers help people prioritize their work and gain insight into relevant information.

On the job
with Microsoft Dynamics AX

Sara, CFO

Sara starts her workday

Sara prepares for a meeting with the CEO about last month's sales figures at a subsidiary. She opens a sales form from her Role Center, drills down into the details, and quickly exports the data into an Excel spreadsheet.

An urgent phone call

Sara responds to a European regulator who wants transactional audit histories for four subsidiaries. She quickly locates the Audit Trail report in the Compliance Center and sends out her response.

Transform change into opportunity

"Because of the integration opportunities, we project being able to double or triple our business over the next two to three years."

Alan Stiles, CMC Group

To keep pace with the competition, companies still need to extend into new territories, launch new products and services, and increase business strengths through mergers and acquisitions. With Microsoft Dynamics AX, you can successfully manage growth and change by building profitable supply chain relationships and quickly adapting internal processes to meet changing demands.

- Grow with confidence. Microsoft Dynamics AX offers a service-oriented architecture, tight integration with Microsoft technologies, and Web services that enable you to easily add users, support new business models, and scale your solution to support even large, distributed enterprises.

- Smoothly automate supply chain collaboration and document exchange with partners of all sizes using Microsoft BizTalk® Server and the Microsoft Office system.

- Build and quickly modify ad-hoc work streams to take advantage of new opportunities and adapt quickly to changing industry and customer demands.

- Adapt your solution to the way your business works, not the other way around.

- Meet highly specialized needs with Microsoft Dynamics AX industry solutions or key industry and partner add-ons.

- With flexible business licensing options, you can choose the solution package you need today, and then add capabilities as your business grows—quickly and cost-effectively.

- Capitalize on your current investments in Microsoft services and technology to help ensure faster time to benefit.

Monitoring performance

Between meetings, Sara checks her Role Center and sees one of her KPIs—"days outstanding invoices"—is red and exceeds the norm. She sets up a meeting with Phyllis, her accounting manager, to discuss the matter.

One last important issue

Sara sees an alert to approve a purchase order (PO) over the authorized limit. From her Role Center, she reviews and approves the PO.

Be a world-class contender

"We're doing more business since implementing Microsoft Dynamics AX, but we haven't had to hire any more employees. Instead of straining the business to manage the system, Microsoft Dynamics AX helps us manage our business."

Chris Boudreau, IMT Partnership

Today, business opportunity can mean enlarging your customer base to include a worldwide audience or expanding across borders into new sites or branch offices. Microsoft Dynamics AX is designed to manage the complexities of a global organization by consolidating and standardizing processes and providing visibility across your organization.

- Expand easily across international borders with country-specific functionality, including capabilities for multiple languages and currencies; help support compliance with local financial requirements for more than 40 countries.

- Consolidate financial, operational, and customer data while preserving local information—to build your strategic edge and personalized customer, partner, and supplier relationships.

- Unify standards and help ensure quality by centralizing processes, sharing best practices, and extending supply chain management across multiple sites and divisions.

- Manage and monitor global and local performance with sophisticated yet straightforward reporting and analysis tools. Combine your solution with Microsoft Business Intelligence applications to enhance the analytic capabilities critical to managing a complex business environment.

- Give people access to real-time KPIs, scorecards, and data through Enterprise Portal in Microsoft Dynamics AX. And with PerformancePoint Server or SharePoint Server, key decision-makers can work with critical information without logging in to Microsoft Dynamics AX.

- Help ensure efficient, consistent deployments with Microsoft Dynamics Sure Step, a standardized, global methodology and suite of tools that simplify implementation and upgrade processes.

On the job
with Microsoft Dynamics AX

Vince, Operations Manager

Vince starts early

Vince opens his Role Center and views a graph tracking product defects. He notices an increase for the third week in a row. He quickly sets up a meeting with Ricardo, his quality control manager, to discuss the issue.

An unexpected change

Kevin from sales calls about an unexpected order increase from a key customer. From his Role Center, Vince opens the production planning Gantt chart so he can discuss how to get the job done with his production team.

Stay on top of regulatory requirements

"We chose Microsoft Dynamics AX because we could adapt it to our needs and because it could help us comply with GMP [Good Manufacturing Practices] regulations."
Lars Filstrup, The Orifarm Group

Companies face myriad regulatory requirements that vary widely across regions and countries. Microsoft Dynamics AX can help you reduce risk and liability associated with corporate governance, regulatory compliance, and customer initiatives.

- Save time and effort with workflows that enforce and enhance controls based on specific risk and compliance scenarios.

- Help ensure consistency with standardized, repeatable processes that can reliably aggregate compliance data.

- Turn challenge into opportunity by supporting customer initiatives—including "green" and RFID supply chain strategies—with capabilities that reduce manufacturing waste and promote environmental sustainability.

- Centralize and share corporate governance and compliance activities with the Compliance Center, a built-in tool for managing policies, process documents, audit trails, reports, and key risk indicators.

- Keep a tight grip on compliance activities with business intelligence tools that monitor internal changes, so you can respond quickly to requests for specific information.

- Reduce the cost and uncertainty of protecting corporate compliance data. Take advantage of the powerful security features built into Microsoft Dynamics AX and other Microsoft products in your corporate IT infrastructure.

Thinking ahead

Vince needs to carefully monitor a new product. He sets up several alerts to notify him by e-mail of any delay to the shipments of product components.

The end of the day

Vince sees an alert in his Role Center to approve an expense report submitted by Tony, his production manager. From his Role Center, Vince opens the report, reviews the details, and gives his approval.

Choose the solution that fits your needs

With Business Ready Licensing, you can choose from two editions of Microsoft Dynamics AX—Business Essentials and Advanced Management—as well as from additional components. By offering straightforward purchasing and upgrade options, Business Ready Licensing can save time, reduce unnecessary costs, and give you the freedom to add capabilities when the time is right. This simplified approach and predictable path for growing your solution helps protect your investment when you upgrade your system, contributing to a low total cost of ownership.

Help secure continuing value

Available worldwide to Microsoft Dynamics AX customers, the Business Ready Enhancement Plan provides the smooth upgrades, updates, and maintenance support that help you stay current with the latest technologies and compliant with regulatory changes. The plan includes all upgrades, service pack updates, and regulatory/tax updates, along with investment protection, lifecycle support, and much more. Equally important, you can reduce training costs and increase productivity with CustomerSource, a self-service portal that offers unlimited online training, Knowledge Base, and newsgroups.

Work with a partner who understands your business

Tap into the global network of Microsoft Certified Partners with the industry and technical expertise to help you adapt a solution to fit your specific type of business. Your local Microsoft Certified Partner can provide expert support for implementing your Microsoft Dynamics AX solution and help your company benefit from a rich ecosystem of industry and other value-added solution offerings.

Benefit from efficient, predictable implementations

Get your solution up and running quickly with Microsoft Dynamics Sure Step. A proven methodology designed to ensure reliable implementation, migration, and upgrades, Sure Step helps speed time to deployment and minimizes risks and costs—whether you're deploying your solution at a single location or across multiple sites and regions.

Maximize your investment opportunity

Whether you need software or a more comprehensive package including services and hardware, Microsoft Financing and finance solutions partners can help make technology affordable. By financing your IT solutions and spreading payments in predictable installments, Microsoft and your partner can help you acquire the solutions you need now, freeing your corporate credit lines for other investments.

Microsoft Dynamics AX Industry Solutions

Microsoft Dynamics AX Industry Solutions meet the unique needs of specific industries and vertical markets. Microsoft Dynamics Industry Solutions work with a full range of Microsoft products, so you can maximize existing IT investments and work in a familiar, unified environment.

Professional Services for Microsoft Dynamics AX*

Professional services is one of the world's fastest-growing industry segments—one that faces highly specific challenges. A single project can require compliance with multiple regulations and policies. Customers expect a far greater range of services, along with faster timelines and tighter budgets that leave little room for enhancing quality and innovation. To maintain profitability and compete in a global business environment, professional services firms need solutions that integrate information from across the organization; connect internal team members, clients, and external partners across a dispersed network; and drive increased efficiency for services and internal processes.

Professional Services for Microsoft Dynamics AX delivers project management tools and methods that equip companies to proactively organize projects and manage time, equipment, and employees effectively.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Integrate financial, resource, task, and intellectual capital information.

Connect disparate systems to integrate data, streamline company and project-related processes, and improve accuracy. Role-based access to information and processes frees people to focus on developing and executing projects that meet customer needs—on time and on budget.

Gain insight into critical business information and trends.

Quickly consolidate and analyze client and project information to make proactive, informed decisions. Flexible planning and reporting can help you assign resources and build reports that meet immediate and long-term needs.

Improve cost and profitability management.

View client, contract, budget, and project management details in real time to monitor progress and profitability, avoid cost overruns or allocation issues, and gain the flexibility to respond to changes in process or strategy as needed.

Professional Services

Professional Services

Enhance team productivity.

Help people work quickly and effectively with an easy-to-use, Web-based interface for sharing information and performing critical tasks, such as completing timesheets, expense reports, and approval routings. An easy-to-read dashboard, e-mail alerts, and powerful reporting capabilities can help management and team members to stay informed and respond quickly to changes.

Maintain tight control of processes, information, and compliance commitments.

Centralize management of operational processes, accounting structures, and shared information to help teams adhere to corporate policies, best practices, client standards, and government regulations.

Professional Services for Microsoft Dynamics AX

Job Costing

Flexible Project, Cost Code, and Schedule of Values Setup

Project Estimating

| Project Quotations | Budget Revisions Tracking |

Project Management

Schedule and Resource Planning and Management

Document Management

Workflow Management

Labor Management

Resource Management

Time and Expense Entry

Expense Rules

Project Accounting and Financial Management

Time and Expense

Revenue Recognition, Retainage, and Flexible Billing

Client Profiles and Templates

WIP Reporting

Basic Functionality

| Business Analysis | Enterprise Portal | Human Resource Management |
| Supply Chain Management | Sales and Marketing | Financial Management |

Process Industries for Microsoft Dynamics AX*

To stay competitive, process manufacturers must continually strive to reduce production and supply chain costs, achieve almost perfect delivery performance, and satisfy an avalanche of customer demands and regulatory requirements. Many process manufacturers wrestle with the additional complications of managing a combination of process and discrete operations and accounting for materials from delivery into manufacturing and out through the supply chain to the customer. Companies need solutions that help them efficiently produce and deliver products that follow custom formulas or recipes and take full advantage of manufacturing and supply chain capabilities.

Process Industries for Microsoft Dynamics AX helps companies optimize operations and support compliance with legal, regulatory, and market requirements to profitably satisfy customers and gain a competitive advantage.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Fuel efficiency and reduce risk across the entire organization.

Support multiple manufacturing modes and a hybrid or mixed-mode environment. Standardize processes and easily share best practices. Reduce time spent on quoting and estimating processes with accurate costing and capacity information.

Enhance connectivity and communication.

Maintain high production levels and on-time delivery rates by sharing portal-based, real-time information about specifications, order status, and quality control testing among key departments and trading partners.

Gain insight into costs and process efficiency.

Analyze and manage production schedules with reporting tools and "what-if" scenarios, including capacity loadings, shop floor activities, and production costs. View up-to-the-minute client, contract, and project details for an accurate accounting of profitability.

Process Industries

Process Industries

Meet complex inventory requirements.

Create multi-dimensional inventory records and track items throughout the supply chain for up-to-date, accurate inventory status. Implement effective recall procedures and maintain complete forward and backward traceability of any material.

Respond quickly to changing market conditions.

Model production capabilities, quickly share engineering information, and adjust product mix for changes in demand to capitalize on new opportunities. Support compliance with regulatory requirements, including safety and environmental regulations, by quickly validating manufacturing processes while conforming to requirements for individual markets.

Process Industries for Microsoft AX

Supply Chain Management

- First Expired/First Out Shelf Life Management
- Lot Traceability and Serialization
- Production Process Definition and Management
- Approved Vendor Management

Process Inventory Management

- Catch Weight/Dual Units of Measure
- Process Item Costing
- Multi-Dimensional Inventory Capability
- Container Management

Formula Management

- Formulation Definition
- Process Item Management
- Batch Creation and Management
- Co-Products and By-Products

Quality Management

- Quality Control
- Quality Assurance

Basic Functionality

- Business Analysis
- Enterprise Portal
- Human Resource Management
- Supply Chain Management
- Sales and Marketing
- Financial Management

Industrial Equipment Manufacturing for Microsoft Dynamics AX*

Industrial equipment manufacturers face the perennial need to meet and beat low-cost producers in developing countries, along with an increasing focus on business growth. Daily, they confront challenges related to product quality, business integration, on-time delivery, evolving supply chain initiatives, and improved customer service. Manufacturers need solutions that empower them to streamline, monitor, and control the entire production and service cycle.

Industrial Equipment Manufacturing for Microsoft Dynamics AX can help component, sub-assembly, and whole-system manufacturers increase operational visibility, enhance control of processes and projects, and fuel expansion into new territories and services.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Integrate design innovation into manufacturing.

Shorten time to market for new product innovations by integrating design and manufacturing processes, managing projects efficiently, and collaborating effectively with suppliers, partners, and customers.

Support a wide range of manufacturing processes and business models.

Tailor your solution to serve make-to-stock, make-to-order, assemble-to-order, configure-to-order, and engineer-to-order environments. Manage items from design through assembly, testing, shipping, installation, and maintenance. Meet specific customer needs by configuring build-to-order items easily and effectively.

Improve project management for customized orders.

Create estimates and quotes quickly and accurately. By analyzing project costs and total order processing time, you can forecast machine and human resource requirements for strategic scheduling and precise delivery times.

Industrial Equipment Manufacturing
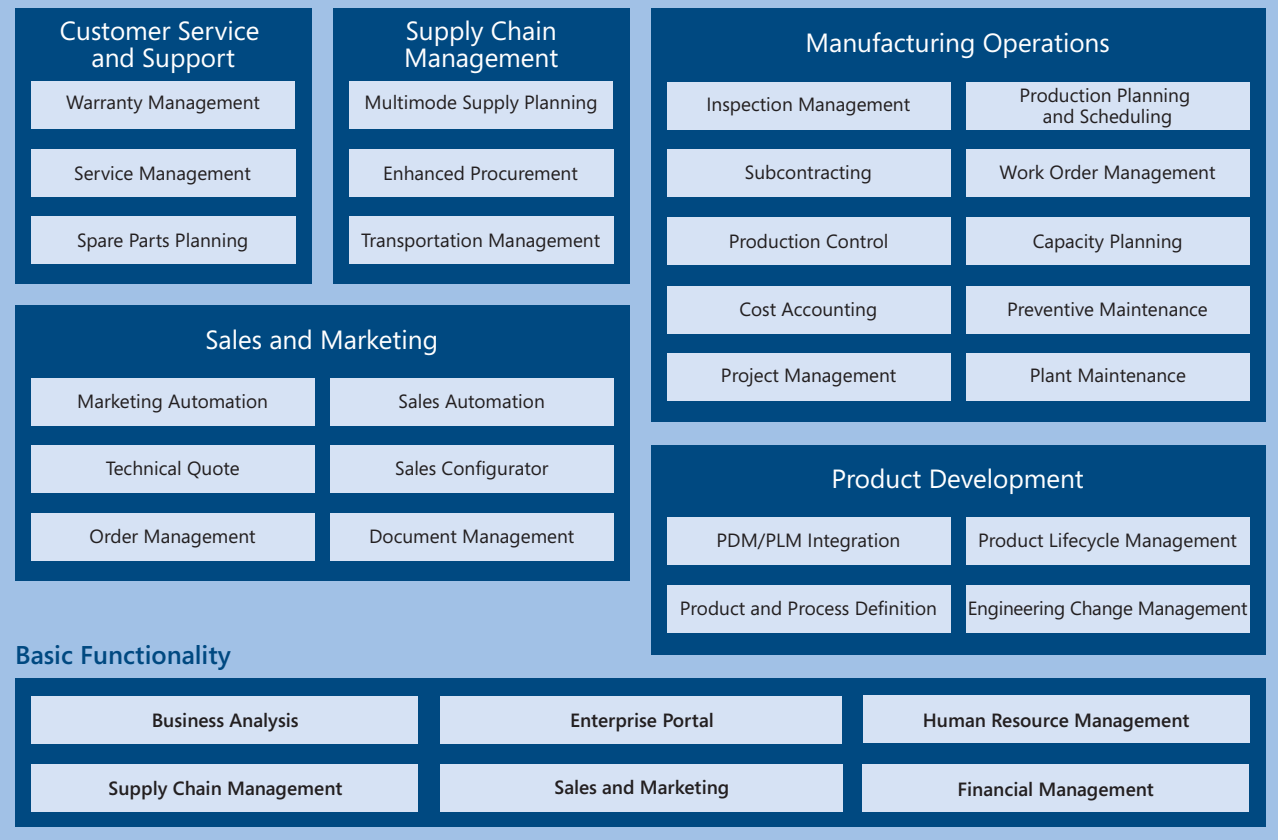
Industrial Equipment Manufacturing

Enhance material and product traceability.

Track materials from purchase through production and sale with lot and location control. Respond effectively to recall notices or queries about item engineering, sourcing, and current use.

Build customer service profitability.

Add revenue to your business and increase customer satisfaction with easy access to product information, warranties, service contracts, returns and repairs, and field service calls.

Industrial Equipment Manufacturing for Microsoft Dynamics AX

Customer Service and Support
- Warranty Management
- Service Management
- Spare Parts Planning

Supply Chain Management
- Multimode Supply Planning
- Enhanced Procurement
- Transportation Management

Manufacturing Operations
- Inspection Management
- Subcontracting
- Production Control
- Cost Accounting
- Project Management
- Production Planning and Scheduling
- Work Order Management
- Capacity Planning
- Preventive Maintenance
- Plant Maintenance

Sales and Marketing
- Marketing Automation
- Technical Quote
- Order Management
- Sales Automation
- Sales Configurator
- Document Management

Product Development
- PDM/PLM Integration
- Product and Process Definition
- Product Lifecycle Management
- Engineering Change Management

Basic Functionality
- Business Analysis
- Supply Chain Management
- Enterprise Portal
- Sales and Marketing
- Human Resource Management
- Financial Management

Field Services for Microsoft Dynamics AX*

Efficient coordination and management of field operations can be a challenge. Manual processes, dispersed personnel, uninformed dispatch decisions, and volumes of paperwork hinder efficiency and drag down both customer service and profits. Field service operations present a final frontier where streamlined processes, targeted automation, and integrated information flow can dramatically enhance productivity, operational insight, and effective management.

Field Services for Microsoft Dynamics AX connects your office and field staff with the information and processes they need to help reduce response times, lower costs, and improve first-time fix ratios—helping you increase customer loyalty, turn services into a profit center, and build competitive advantage.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Integrate people and information to empower your work force.

Automate manual processes, share best practices and procedural checklists, and track service inventory in real time. Enhance the flow of information while connecting dispersed employees with convenient Windows Mobile®–powered devices.

Optimize scheduling, dispatch, and resource management.

Quickly capture service needs to shorten the time between call receipt and job dispatch. Track resource commitments and match tasks to the best available resources.

Streamline the work order life cycle.

Enable rapid-response call taking, and speed work order creation, assignment, dispatch, closure, and billing. View and manage work orders by customer, location, schedule, or assigned resources, with color coding and visual icons providing at-a-glance insight into urgency and status.

Field Services
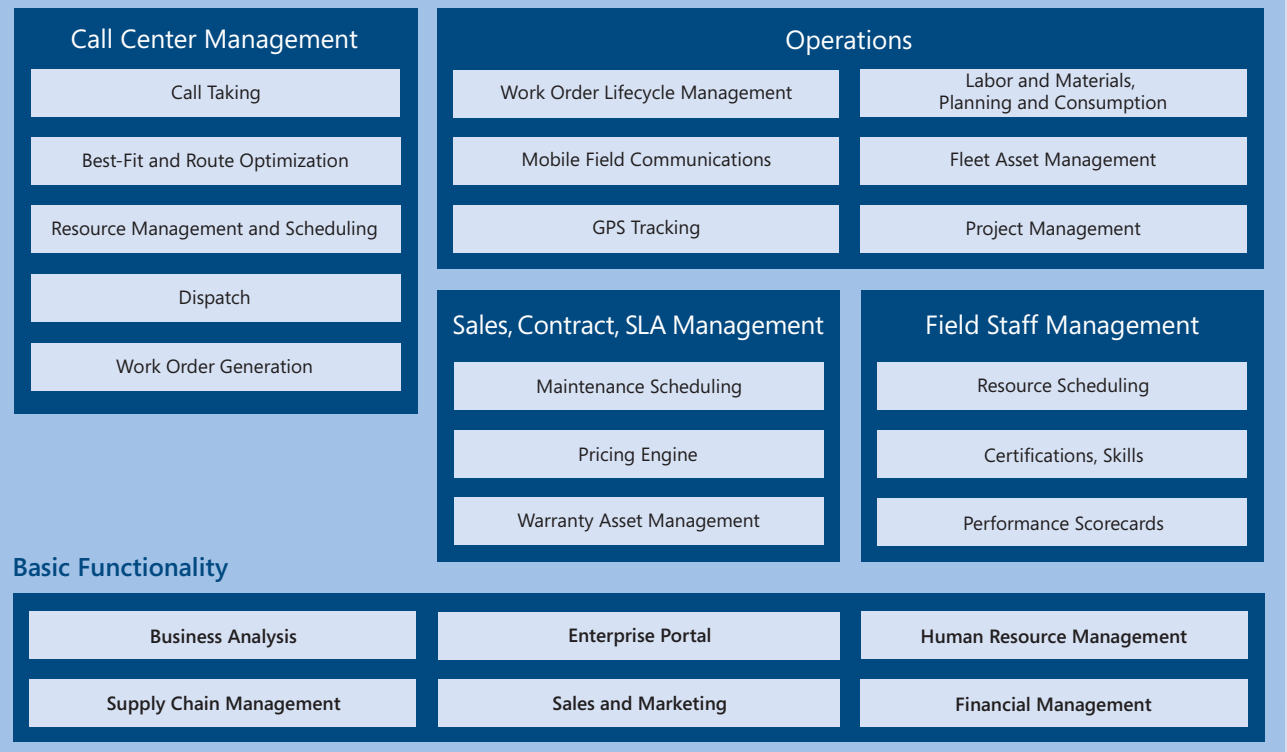
Field Services

Manage contracts, warranties, and assets efficiently.

Track asset histories; manage terms, rates, and timeframes; and automate work order generation and billing. Provide customers with self-service capabilities through integration with Microsoft Windows® SharePoint Services and standard Web services.

Gain real-time insight for strategic decisions.

Spot trends, analyze costs, and make smart decisions for enhanced profitability. Track service stock at mobile and fixed locations and adjust inventory records to reduce write-offs, effectively forecast materials requirements, and take advantage of bulk and just-in-time ordering.

Field Services for Microsoft Dynamics AX

Call Center Management

- Call Taking
- Best-Fit and Route Optimization
- Resource Management and Scheduling
- Dispatch
- Work Order Generation

Operations

- Work Order Lifecycle Management
- Labor and Materials, Planning and Consumption
- Mobile Field Communications
- Fleet Asset Management
- GPS Tracking
- Project Management

Sales, Contract, SLA Management

- Maintenance Scheduling
- Pricing Engine
- Warranty Asset Management

Field Staff Management

- Resource Scheduling
- Certifications, Skills
- Performance Scorecards

Basic Functionality

- Business Analysis
- Enterprise Portal
- Human Resource Management
- Supply Chain Management
- Sales and Marketing
- Financial Management

*Retail Chain Manager for Microsoft Dynamics AX**

The trend toward market globalization has opened up new retail market opportunities for businesses of every size and description. To compete successfully against larger companies that have greater infrastructure and resources, midsized retailers must carefully monitor and maintain inventory levels, manage shorter manufacturing-to-retail cycles, attract and retain skilled staff, and satisfy customers. Yet these retailers often struggle with the need for more centralized data access and processing, real-time views of critical business data, and effective collaboration with employees, trading partners, and suppliers around the world.

Retail Chain Manager for Microsoft Dynamics AX equips retailers to increase profitability by helping them efficiently manage products, processes, transactions, and business relationships—from category management through supply chain to point of sale and services. It's a comprehensive solution that can adapt quickly and cost-effectively to new and evolving needs.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Optimize merchandising.

Categorize items for your specific business ranging from cosmetics to furniture, electronics, do-it-yourself (DIY), bookstores, and fashion. Build multiple hierarchies for product management with flexible configuration tools. Manage assortments (groups of item groups), associated promotions, and the suppliers for the specific items.

Streamline supply chain processes.

Integrate planning, organization, execution, and follow-up for all supply chain flows—including all goods flows that commonly occur in centrally managed retail chains. Set up centralized rules for specific stores to guide ordering, replenishment, and stock management. Manage inventory levels at all stores from the back office.

Connect POS and back-office systems.

Facilitate integration with point-of-sale systems, including Microsoft Dynamics Retail Management System (RMS) and other third-party systems by easily defining your own synchronization scenarios with master data and item sales information. You can control and administer cash registers from a single location to efficiently track orders, prepayments, invoices, and cash payments.

Retail Chain Manager

Retail Chain Manager

Gain business insight.

Centralized data management enables you to aggregate and analyze critical information from across your entire retail operation, so you can efficiently manage processes and transactions, increase service levels, and quickly spot evolving customer trends.

View and react to data in real time.

Administer customer, item, and employee information from a central location to gain improved visibility into real-time sales activities. Improve margins with business intelligence that enables you to analyze critical data from multiple perspectives.

Retail Chain Manager for Microsoft Dynamics AX

Store Systems	Logistics	Marketing
POS Integration	Distribution	Loyalty/Gift Cards
Returns Management	Replenishment	Group Management
Item/Shelf Labeling		Pricing and Discounting
Store Financial Management	**Merchandising Management**	Warranty Cards
Loss Prevention	Assortments	Retail Sales Data Warehouse
Barcode Integration	Promotions	Trend Analysis

Basic Functionality

Business Analysis	Enterprise Portal	Human Resource Management
Supply Chain Management	Sales and Marketing	Financial Management

Consumer Driven Planning for Microsoft Dynamics AX*

Simply put, today's retailers and producers of consumer goods must run a demand-driven enterprise. These companies are looking for solutions to help them meet customer demand in a profitable way. A demand-driven supply chain can help companies maintain competitive edge. This approach is based on integration of supply chain processes with other business processes—for example, sales and operations planning. With a comprehensive, cross-functional view of the company, better understanding of customer needs through downstream data analysis, and effective collaboration between trading partners, a demand-driven supply chain can help companies respond effectively to customers.

Consumer Driven Planning for Microsoft Dynamics AX delivers powerful business intelligence capabilities and flexible workflows that help companies make profitable value chain choices. With advanced functionality such as sales budgeting, demand forecasting, assortment planning, and promotion

planning, companies can support cross-functional processes, plan ways to meet demand effectively based on simulation scenarios and their financial impact, and evaluate performance throughout the supply chain.

Manage demand proactively.

Trace expected to actual sales and forecast future sales while taking into account seasonal and promotional effects. Use simulations, demand models, and error analysis to determine optimal stock levels for better profit and operations margins.

Increase business efficiency.

Collaborate across business functions to consolidate sales information, establish a feasible sales budget, align sales and marketing strategies, and standardize operational processes.

Help ensure business agility.

Use integrated, real-time sales and operational information to accurately anticipate, plan for, and respond to orders and new demand, as well as reduce forecasting errors.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

Consumer Driven Planning

Consumer Driven Planning

Expand sales success.

Monitor market demand and meet margin objectives through effective promotions. Increase capacity to evaluate product turnover in response to campaigns and align production and inventory accordingly.

Maximize service levels.

Equipped with deep visibility and control over the supply chain, you can increase order fill rates, reduce risk of stockout or inventory excess, and enhance overall responsiveness to customers.

Consumer Driven Planning for Microsoft Dynamics AX

Analytics
Correlating metrics for real cause-and-effect analysis

Customer Service and Support	Sales Budgeting	Promotion Forecast	Assortment Planning	Stock Replenishment
Statistical Forecast	Budget Definition	Promotion Forecast	Hierarchies Definition	Best Service/ Inventory Level
Collaborative Planning	Budget Variance Analysis	Sales and Margin Targets	Constraints Definition	Replenishment Plan Simulation
Scenario Evaluation	Budget Revision	Product Impact	Assortment Definition	Stock Lifecycle Forecast

Workflow
Role-based planning

Basic Functionality

Business Analysis	Supply Chain Management	Financial Management
Sales and Marketing	Enterprise Portal	HRM

Apparel and Textile for Microsoft Dynamics AX*

Apparel and textile manufacturers face complex challenges if they are to satisfy demanding customers, bring products to market faster, and operate profitably. Many still struggle with patchwork information systems that cannot handle multiple item variables, limit flexibility, and inhibit visibility into operations. Smart companies are looking for integrated solutions that enable them to develop and sustain agile business processes, which in turn equip them to manage global competition, ongoing mergers and acquisitions, and dispersed supply networks.

Apparel and Textile for Microsoft Dynamics AX can address complex item coding, traceability, and changing process needs—from fibers to yarns and consumer and industrial fabrics, home goods and carpet, and clothing, designer lines, and fashion accessories.

*Please check with your local Microsoft office or Microsoft Certified Partner for availability in your country or region.

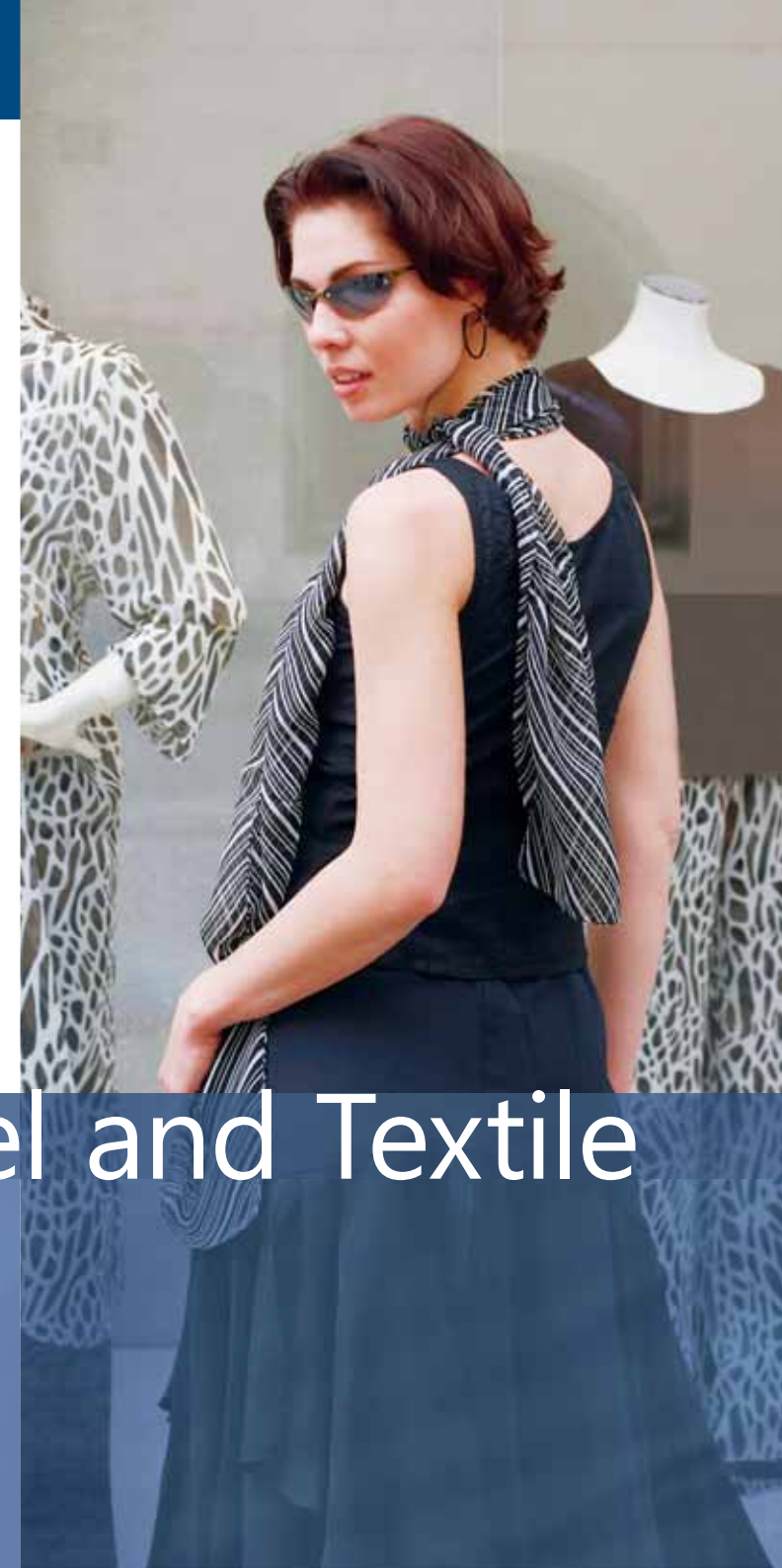**Gain comprehensive traceability across the manufacturing process.**

Handle numerous material and product variables effectively with multi-dimensional item coding that enables you to track from raw fibers to finished goods—and back. Trace materials through variable sourcing and manufacturing processes, subcontractors, inventory, and logistics, including intercompany processing.

Increase agility with adaptable processes for sourcing, manufacturing, and shipment allocation.

Meet changing customer and supplier requirements with blanket orders, neutral bills of material (BOMs), multi-line manufacturing orders, inventory double units of measure, and variable routing and allocation simulations.

Take control of costs and profitability.

Monitor and analyze material, item, order, and cost information with comprehensive financial management and reporting tools. For example: Gain insight into performance or profitability for seasonal or brand collections across distribution channels. Use integrated information to generate multi-faceted price lists, including special promotional, trade show, or showroom pricing.

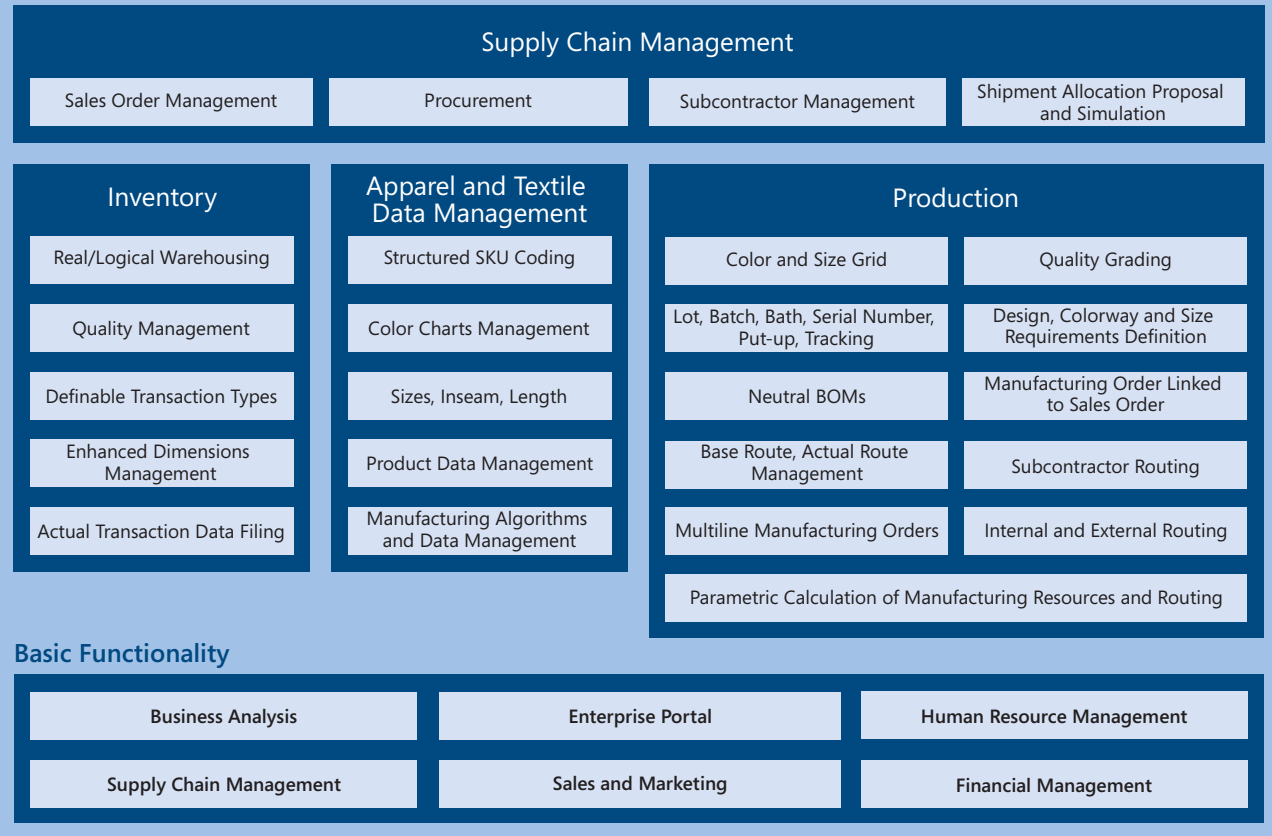# Apparel and Textile

Apparel and Textile

Gain insight to respond effectively to changing conditions.

Run simulations and model new processes to adapt effectively to changes in product lines, manufacturing capabilities, supply partners, production geographies, vertical integration, and distribution.

Streamline global supply chain interactions.

Take advantage of multicurrency, multilanguage, and multi-site support to speed transactions, improve transparency, and facilitate consolidated financial reporting.

Apparel and Textile for Microsoft Dynamics AX

Supply Chain Management

Sales Order Management	Procurement	Subcontractor Management	Shipment Allocation Proposal and Simulation

Inventory

- Real/Logical Warehousing
- Quality Management
- Definable Transaction Types
- Enhanced Dimensions Management
- Actual Transaction Data Filing

Apparel and Textile Data Management

- Structured SKU Coding
- Color Charts Management
- Sizes, Inseam, Length
- Product Data Management
- Manufacturing Algorithms and Data Management

Production

Color and Size Grid	Quality Grading
Lot, Batch, Bath, Serial Number, Put-up, Tracking	Design, Colorway and Size Requirements Definition
Neutral BOMs	Manufacturing Order Linked to Sales Order
Base Route, Actual Route Management	Subcontractor Routing
Multiline Manufacturing Orders	Internal and External Routing

Parametric Calculation of Manufacturing Resources and Routing

Basic Functionality

Business Analysis	Enterprise Portal	Human Resource Management
Supply Chain Management	Sales and Marketing	Financial Management

Take your business into the future with Microsoft Dynamics AX.

For more information about Microsoft Dynamics AX, visit **www.microsoft.com/dynamics/ax**.

Notes

About Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that automate and streamline financial, customer relationship, and supply chain processes in a way that helps you drive business success.

For more information: Worldwide (1) (701) 281-6500, U.S./Canada Toll Free (1) (888) 477-7989, www.microsoft.com/dynamics/ax

Microsoft®