

# Solutions

for the drinks sector

TRINITY



# Business Solutions for the Drinks Sector

Drinks Distributors facing the challenges of selling and distributing fast moving, often low margin products, in increasingly competitive markets are looking for new ways to improve business efficiency. To be successful, companies have to explore every opportunity to drive down costs whilst delivering the right product, at the right price, at the right time... every time.

A difficult task and all but impossible without the assistance of Information Technology.

Trinity Computer Services has been providing computer systems to the Drinks Sector for over twenty years and

understands both the challenges and the opportunities that a drinks distribution business has to deal with every working day. Effective management and employee dedication are the foundation of a successful company, but without agile and functionally rich software everybody has to work that much harder for the business to remain competitive.

Help is at hand! Drinks companies can now look to Microsoft Dynamics GP from Trinity to help cut operating costs and improve the 'bottom line'.

## First class service satisfied customers



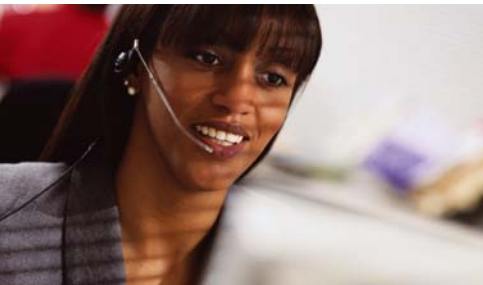
## Trinity Solutions

Trinity's solutions are based on Microsoft Dynamics GP business application software. This versatile solution combines the Windows based ease of use of Microsoft Dynamics GP with the industry specific functionality needed to operate a drinks distribution business.

Microsoft Dynamics GP offers a wide range of business applications and services for mid-market companies. These applications address the requirements for end-to-end business processes across Financial Accounting,

Distribution, Retail, e-Commerce, Manufacturing, Human Resources & Payroll, Supply Chain Management, Business Reporting & Analytics and Customer Relationship Management.

Highly scalable and capable of being modified by the customer without affecting core programs, Microsoft Dynamics GP software provides unbeatable flexibility that supports both business growth and changing business needs.



# Trinity solutions

## features and functionality

## Sales Order Processing

Processing sales orders in an efficient and effective way is a vital activity that defines a customers' perception of their supplier. Speed and accuracy are essential to provide a first class service, but in addition Trinity promotes a more pro-active approach to selling that can help to improve revenue and margins.

### FEATURES:

#### Order Entry

Drinks distributors trade with customers, both large and small, in many different ways. Whatever the route to market, the software directly enables a business to trade with its customers in a way that suits it best.

#### Telesales Order Entry

- Pro-active customer call scheduling linked to journey planning
- Full diary management
- Product promotions
- Linked & alternate products
- Fast order entry
- Catalogue look up, fast search & easy 'upselling'
- Customer buying lists eg fixed contracts, wine lists
- Price negotiation and margin control
- Reserved stock
- On-line credit control

- Limitless supporting information on products eg tasting notes
- Auto linking to fax & e-mail
- Containers & deposits
- Handling of split packs; price mark-ups

#### Special Order Types

- Under bond sales
- Duty paid sales ex bond
- Ex cellars
- Sales from reserves

#### Additional Order Entry Methods

- EDI – fully integrated with the core system\*
- Retail EPOS – fully integrated with the core system\*
- Field salesperson electronic order entry via PDA – fully integrated with the core system\*
- Remotely using the Internet

\*Detailed information available on request

## Picking, Dispatching & Invoicing

Managing the pick, delivery and invoicing operation calls for processes that minimise user intervention and error whilst still providing adequate controls. Barrels may need to be picked by load and brought to the loading bay, whilst for fine wine accurate identification of product down to rotation level may be critical. Variable workflow allows for 'invoice with goods' or 'invoice on proof of delivery' including automatic additions of container deposit charges where applicable.

- Consolidated picking routines
- User configured workflow
- Late 'add-ons' & substitutions
- Automatic allocation of containers & deposits on to invoices
- Consolidated invoices
- Picking optionally supported by RF terminals & handheld devices
- Integration with Warehouse Management Systems

## Journey Planning & Management

For effective journey planning and management the software can automatically allocate deliveries to a route. The weight and volume per delivery drop and the total by route can be displayed. The transport manager may easily identify and move orders from one route to another on-screen, as well as determining the size of the vehicle required for each route. Picking documents, invoices and the driver's manifest can also be sorted by route.

### FEATURES:

- Auto load build
- Load management
- Available vehicle lists
- Route planning
- Weight and volume control
- Telesales & order capture synchronisation with journey planning
- Bulk pick by journey
- Customer booking slots
- Delivery confirmation by load

## Pricing, Discounting & Promotions

A sophisticated yet easy to maintain pricing module takes the hard work out of managing the special deals and exceptions that are so common in drinks distribution. All prices are date controlled so the customer always gets charged correctly without manual intervention. Trinity's solution offers the capability to manage a full range of pricing requirements.

### FEATURES:

- Master price list from which all other prices can be controlled
- Unlimited price lists, all date controlled
- Customer price lists & special prices including 'pounds per barrel' discount
- 'Frozen' price lists
- Quantity break discounts
- Contract pricing
- Overrider pricing & discounts
- Price tracing (to quickly identify how a price has been calculated)
- Customer promotions & volume discounts including buy some get some free
- Split case pricing
- Aggregate pricing eg based on total number of cases per order

## Returns Management

The process of managing returns can often prove to be a time-consuming and expensive exercise. Trinity's solution introduces the control and efficiency necessary to manage an effective returns process.

### FEATURES

- Returns note production
- Workflow to track returned goods from pick-up request through to credit note production
- Links between returns & invoices to ensure correct return valuation & avoid double-crediting
- Fast search to find all previous invoices for a product



# Stock Management

The accurate management of stock is a business imperative to any drinks distribution organisation. In an environment where there may be a mix of under bond and duty paid stock, where rotation numbers (vintage) may be critical and where there may be frequent vintage super sessions, systems need to be extremely flexible. Information on stock movements is the key; in real time and instantly available in both summary and drill-down detail. The software excels in providing business managers with the means to see the full picture.

## FEATURES:

- Rotation control
- Stock card enquiry
- Unlimited units of measure to buy & sell stock
- Perpetual inventory stock-take facilities
- Unlimited stock categorisation
- Multi-bin-bay
- Inter-depot transfers that facilitates efficient movement of stock between a bond & duty paid warehouse
- Identification of products that attract duty & automatic calculation of tax liability when products pass duty point



# Manufacturing

Microsoft Dynamics GP has a range of manufacturing modules\* for mid-market drinks producers that operate a batch production model.

## FEATURES

- Recipe costing
- Batch calculation
- Yield calculation
- Recipes
- Product labelling
- Forecasting

\*Detailed manufacturing brochure available on request

# Purchasing

Knowing what to buy, how much and when is at the core of successful distribution. Holding enough stock to meet customers' expectations whilst avoiding expensive over-investment in inventory that will just sit on the shelves requires a combination of user expertise and powerful, flexible business systems. Microsoft Dynamics GP from Trinity can help to manage the entire process from setting realistic re-order levels through to invoice matching. The system will provide vendor performance analysis and make sure you take advantage of their discounts and promotions. Accurate costing is key and in drinks distribution that means accounting for 'landed costs' including freight, RH&D and duty.

## FEATURES:

- Demand & projected sales based forecasting
- Unlimited suppliers per item
- Supplier price lists including quantity breaks & supplier promotions
- Automatic purchase order creation
- Order progress management
- Fast receipt & put away
- Minimum shelf-life checking on receipt
- Integrated purchase ledger
- Vendor performance analysis
- Supplier overrides
- Back to back ordering & direct deliveries
- Landed costs

# Superior Financial Management, Information and Analysis for the Entire Organisation

Microsoft Dynamics GP Financials delivers superior financial management, providing the functionality needed to see the financial picture and take advantage of the wealth of information the financial system contains. With instant access to accurate, up-to-the-minute financial information, any level of financial data can be captured, when it is needed and in the form that it is required.

In addition to a strong General Ledger backbone, Microsoft Dynamics GP Financials offers powerful capabilities.

## FEATURES:

- Intercompany processing
- Account level security
- Multi-dimensional analysis
- Multi-currency
- Cash flow management
- Bank reconciliation
- Fixed assets
- Payables
- Receivables
- Credit control – including fast cash posting
- National accounts
- Excel integration provides advanced budgeting capabilities
- Industry leading FRx Reporting module

Industry-leading financial reporting from FRx, budgeting and business intelligence tools provide highly powerful analysis and decision support in a networked or web environment.



## Comprehensive Business Reporting and Analytics

Access to information is the power behind a successful business. High volume drinks distribution companies generate an enormous amount of data through their day to day activities. Microsoft Dynamics GP provides the tools to transform this data into meaningful, valuable and usable information. In addition, it provides the ability to make sure this information gets into the hands of the right people at the right time to make better decisions for the company.

### Drive Important Decisions

Microsoft Dynamics GP Analytics and Reporting provides the ability to access and manage the entire business process, offering sophisticated reporting and analysis capabilities, helping management to improve and propel those important decisions.

### Adaptable to Your Business Needs

Analytics and Reporting allows the construction of streamlined, business-definable workflow processes, as well as user interfaces that can be personalised to meet the information needs and decision-making responsibilities of users within the organisation. Data and processes can be shared easily with other applications, saving time and money by simplifying the integration of the business system's components.



## SmartLists

Instant access to data in the business management system is crucial to success. Built into the System Manager, SmartList gives the ability to create, display and save favourite views, and even export data from the Microsoft Dynamics GP business management system to Microsoft Word or Excel.

SmartLists can be used to create customised inquiries to provide easier and faster access to information stored in Microsoft Dynamics GP software:

### FEATURES:

- Accounts
- Customers
- Employees
- Vendors
- Transactions
- Items
- Print or export the search results, or display them on the screen
- Drill-back to details behind SmartLists information with 'Go To' functionality
- Using SmartLists all the information needed to help complete business decisions or analysis is provided

## Crystal Reports Professional

Crystal Reports Professional from Crystal Decisions gives the ability to create, modify and save a custom report with just the information needed. Direct and instant access to this information is then available quickly and easily.

### FEATURES:

- Build reports using data from multiple tables and files that it may not otherwise be possible to join in one report
- Identify, link and format tables & files in Crystal Reports that are not predefined in Microsoft Dynamics GP software: allowing the creation of an unlimited number of reports
- Personalise reports, eg selecting only particular records, can be made quickly & easily at the time the report is printed
- Modify existing reports without re-establishing links or reformatting fields
- Distribute reports to the organisation for analysis via file formats, e-mail, intranet or Internet

## Access and Use Vital Financial Information

Business Analytics unlocks the details of a company's financial information by taking advantage of ad-hoc query capabilities, exception and key indicator reporting. Using Microsoft SQL Server OLAP Analysis Services, this analytical platform can be used to create custom solutions to meet the specific analysis needs of a wide variety of business decision makers.

### FEATURES:

- View information in a multi-dimensional graphical format eg sales by month, region, business unit, product family, revenue, margin, volume etc or any other dimension defined
- Analysis can include multiple dimensions, such as sales for the last three months compared to the same three months last year, by region, by product
- Business Analytics provides the ability for decision makers to easily explore complex information, helping to identify trends, patterns and relationships within Microsoft Dynamics GP allowing them to make better business decisions.

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