

Process Industries

Solutions for Non-Durable Consumer Packaged Goods Manufacturing

Process Industries for Microsoft Dynamics AX

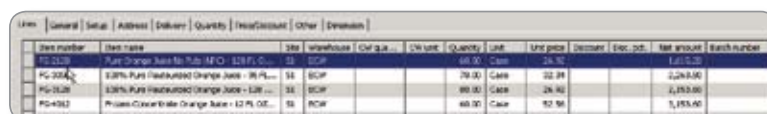
BENEFITS

- **Manage against the perfect order.** Get the visibility you need into item availability and shelf life to deliver the right product to the right place at the right time.
- **Reduce pricing disputes.** Eliminate unintended customer deductions with comprehensive price audit capabilities that enable you to track pricing details for every sale and improve accuracy in processing returns.
- **Fine-tune promotions.** Set up promotional events by effective dates and according to demand trends to help maximize profitability.
- **Keep your top customers happy.** Analyze discounts, promotions, and rebates to identify your most profitable customers, and provide them with preferred service levels.
- **Plan for demand.** Compare sales against inventory status and production to anticipate demand, adjust production as needed, and eliminate waste by picking inventory in optimal sequence.
- **Maximize your IT investments.** Tight integration with other Microsoft® products extends Process Industries for Microsoft Dynamics AX capabilities to help ensure a fast return on investment.

Balance changing consumer demand curves with shelf life and “best-before” date issues to help maximize profitability. Process Industries for Microsoft Dynamics® AX helps manufacturers of non-durable consumer packaged goods (CPG) get the inventory visibility and customer relationship capabilities they need to effectively manage their complex environments.

Process Industries for Microsoft Dynamics AX smoothly integrates all areas of non-durable CPG manufacturing—from production and inventory control to pricing and promotions—so you can optimize sales, reduce stock-outs and back orders, and drive continuous process improvement across your operation.

With Process Industries for Microsoft Dynamics AX, you can balance production and sales by automating complex pricing and discounts to help ensure the right timing for promotional events. Then, you can fine-tune pricing incentives to help drive sales. The solution also gives you visibility into item availability, individual lots, quality specifications, shelf life, and best-before dates, so you have the information you need to deliver a quality product at the right price. As you increase the percentage of perfect orders, you’ll also experience a decrease in returned products and unwarranted freight charges.



Item	Description	Unit	Price	Quantity
PG-328	Full Orange Juice 65.75 Oz. 128 Fl. Oz.	CS	24.50	140.00
PG-328	128 Fl. Oz. Full Orange Juice 65.75 Oz. 128 Fl. Oz.	CS	24.50	140.00
PG-328	128 Fl. Oz. Full Orange Juice 65.75 Oz. 128 Fl. Oz.	CS	24.50	140.00
PG-328	128 Fl. Oz. Full Orange Juice 65.75 Oz. 128 Fl. Oz.	CS	24.50	140.00

Promotes fast and accurate customer service by offering standard customer order templates that simply require quantity updates.

This highly adaptable business management solution can be tailored to meet your precise industry needs. You can support make-to-order, make-to-stock, and mixed-mode processes, or a hybrid environment incorporating both process and discrete operations. Process Industries for Microsoft Dynamics AX tracks and reports on discounts, promotions, and rebates so you get a comprehensive picture of your profitability that helps you make the right business decisions at the right time.

FEATURES

Trade agreements	<ul style="list-style-type: none">• Set up comprehensive price lists with automatic activation and deactivation and assign them by customer type or to individual customers.
Multiple discount structures	<ul style="list-style-type: none">• Define and maintain an unlimited number of discounts that can apply to individual products or product families.
Fast-path order entry	<ul style="list-style-type: none">• Tailor order entry screens for heads-down order entry, with proper tab sequences for efficiency.
Template orders	<ul style="list-style-type: none">• Use templates for repeatable orders based on past purchasing history.• Templates include Same As, Except, and Add Quantity Only.
Promotional goods	<ul style="list-style-type: none">• Make special offers to customers by product or product families.• Offer promotional goods as one-time or repeat items based on line item or total order volumes.
Catch weight items	<ul style="list-style-type: none">• Track and manage inventory simultaneously using units of measure (UOMs) such as each, nominal weight, and actual weight.
Promotional planning	<ul style="list-style-type: none">• Model demand at any level of the supply chain (product, product group, customer, and customer group) while accounting for the anticipated effects of sales promotions and incentives.
Predefined rainbows	<ul style="list-style-type: none">• Define rainbow pallets for delivery to customer ship-to locations to enable mixed SKUs on the same pallet ID.
RFID compliance	<ul style="list-style-type: none">• Attach radio frequency identification (RFID) chips to pallet ID tags and track them throughout the supply chain using any RFID-compliant hardware.
Customizable item and dimensionality structure	<ul style="list-style-type: none">• Define multiple inventory dimensions to understand the dynamics of your stocking practices, including packaging codes, variations to the main item, lot management, and inventory status.• Conduct comprehensive “where-used” analysis, including alternate formula and recipe tracking.
Integrated quality control (QC) validation	<ul style="list-style-type: none">• Accelerate and help simplify compliance with requirements from regulatory agencies, such as the U.S. Food and Drug Administration (FDA), by validating manufacturing and quality control processes.
Customized product and packaging capabilities	<ul style="list-style-type: none">• Support highly flexible configurations and packaging types, while combining similar products in production to improve machine utilization.• Enable customers to request multiple quality specifications per product while maintaining inventory visibility.
Optimized shelf life picking	<ul style="list-style-type: none">• Pull inventory in optimal sequence, employing “best-before” management.• Deploy first expired/first out (FEFO) or first in/first out (FIFO) calculations for inventory picking to reduce inventory and eliminate waste.
Best-before dating	<ul style="list-style-type: none">• Know the correct inventory status for any given item and ship the right lot combinations to the specific ship-to location.• Calculate lead times and look at available shelf life on a lot-by-lot level, enabling customer service to ship lots that arrive with the correct shelf life remaining.• Proactively manage safety stocks based on seasonality and pull shelf life-challenged products for an overall reduction in charge backs and customer service issues.
Margin and cost analysis	<ul style="list-style-type: none">• Analyze and monitor production costs and requirements for each component of a sales order using graphical representations of multi-level formulas and recipes.• Calculate margins with automatic rollups.

For more information about Process Industries for Microsoft Dynamics AX 2009, visit www.microsoft.com/dynamics/ax/product/processindustries.mspix.