

# Distribution - Solomon



Replace inventory more accurately and help improve customer satisfaction. Microsoft® Business Solutions–Solomon Inventory Replenishment provides integrated tools that optimize inventory stocking levels and automate purchasing to maintain favorable customer service levels and inventory balances.

B E N E F I T S

## INVENTORY REPLENISHMENT

**Automatically**  
forecast demand based on your replenishment controls, actual inventory usage, and purchase order lead times.

**Override**  
any value and specify what you want to use.

### Meet product needs

Satisfy your customers by maintaining sufficient quantities of products to meet expected demand. Balance inventory carrying costs with customer service levels, and cut expenses, including write-offs and mark-downs, associated with keeping excess stock on hand.

### Forecast demand

Track usage and vendor performance statistics to forecast demand. Based on the replenishment controls you specify, actual inventory usage, and the purchase order lead times you record, Inventory Replenishment will calculate these key values.

### Coordinate stock availability

Calculate optimal order points, safety stock, and order quantities automatically so the right amount of the right materials are available at the right time. Easily override any replenishment suggestions and other planning factors.

### Automate the replenishment cycle

Save time and money by reducing the expense of last minute reorders and lost sales opportunities when stock is unavailable. With Microsoft Solomon Inventory Replenishment you can automatically generate purchase orders.

### Optimize calculations

Eliminate reorder guesswork by automatically calculating past inventory turnovers and allowing for sales “spikes” based on season or unusual demands. Maintain optimal stock levels, reduce inventory carrying costs, and help eliminate special or urgent reorder charges.

AVAILABLE WITH:

- SOLOMON
- SOLOMON STANDARD

## INVENTORY REPLENISHMENT | FEATURES AND FUNCTIONALITY

<b>Manual Adjustments</b>	Maintain complete control by manually adjusting any planned orders and the transaction data upon which they are calculated as needed – before purchase orders are generated.
<b>Optimized Purchasing Management</b>	Planned orders (documents that replenish inventory) are created considering trend, seasonality, and exceptional usage factors.
<b>System-Based Knowledge</b>	Eliminate dependency on key employees. With Microsoft Solomon Inventory Replenishment, critical business knowledge is maintained within the system, not just in employees' memories.
<b>Metrics Tracking</b>	Gain visibility into inventory performance with vital performance reports that focus on tracking key inventory metrics such as: Return on Investment, Gross Margin, and Adjusted Margin Analysis.
<b>Accurate Replenishment</b>	Replenish inventory accurately, even when a high degree of seasonal and exception transactions exist. User control of the Demand and Lead Time formulas creates accurate calculations that reflect unique business cycles.
<b>Exception Handling</b>	“Weight” prior fiscal periods when calculating future demand. Prior purchase order receipts can be weighted for lead-time calculations. Override or omit exceptional transactions from the base calculation to prevent inappropriate replenishment.
<b>Multi-Site Planning</b>	Manage fluctuating stock from multiple sites – even when stock usage, vendor performance, and seasonality vary widely between sites – to achieve accurate stocking levels regardless of where inventory is physically located.
<b>Powerful Trending</b>	View usage trends and seasonality, and see how well you are predicting them, all in one easy to use screen.
<b>Precise Calculations</b>	Roll up demand into pre-defined central distribution warehouses, so that transfers between distribution sites can be omitted from replenishment calculations.
<b>Process Automation</b>	Automatically generate planned orders, purchase orders, and warehouse transfers, as well as exclude abnormal transfers from actual usage calculations by verifying transactions against pre-defined site relationships.
<b>Expense Verification</b>	Add an audit step in the planned order process to verify that inventory dollars are being spent according to business policies before a purchase order, kit assembly, or warehouse transfer is created.