



MICROSOFT BUSINESS SOLUTIONS FOR

Distribution – Solomon

Microsoft
Business
Solutions



Build customer satisfaction and mutual success with firm control over every aspect of purchasing, sales, and distribution. From easy order entry and efficient procurement to sophisticated inventory and shipment management, Microsoft® Business Solutions for Distribution-Solomon® adapts to meet the demands of your industry and unique operations.

HIGH performance

DISTRIBUTION MANAGEMENT

STREAMLINED ORDER HANDLING

- Fuel business growth with the ability to quickly quote prices or accurately enter orders, then efficiently schedule shipments, manage order status, and create invoices from a single screen that boosts productivity and helps eliminate errors.

POWERFUL SHIPMENT PLANNING

- Tailor pick, pack, and shipping steps with integrated credit checking, customer priority scheduling, and the ability to handle multiple ship-to locations and promise dates for the same order. Build shipment details for complex loads, instantly identify load costs, and save time by automating calculations and the creation of pick tickets and labels.

AUTOMATED ORDER WORKFLOW

- Help eliminate manual shipping processes by creating customized and automated order steps for each of your order types, including printing pick tickets at specific warehouses, creating shippers, relieving inventory, and printing customer invoices.

EFFECTIVE PURCHASING

- Simplify the purchase of materials for inventory, manufacturing, or shipment directly to customers. Effortlessly update inventory, calculate true landed costs, and remove the hassle from matching receipts, purchase orders, and supplier invoices.

SMOOTH PRODUCTION SUPPORT

- Whether you assemble components, reprocess stock goods or perform light manufacturing, rely on Microsoft Solomon to efficiently schedule work orders, calculate material demands and inventory impacts, and track work in process.

PROFITABLE INVENTORY MANAGEMENT

- Control inventory investments and help reduce replenishment and carrying costs by easily tracking trends and automatically calculating optimal order timing, quantities, margins, and turnover.

ENHANCED PERSONNEL PRODUCTIVITY

- Help ensure peak efficiency, eliminate manual tasks and redundant data entry, and keep crucial information at your fingertips with comprehensive integration, electronic data interchange (EDI), and Web-based access to key data and processes.

Unleash competitive advantage

Meet the most complex operational requirements with agile efficiency. Microsoft Solomon provides the custom operation, reliable processing, and depth of function you need to exceed expectations, delight customers, and outpace the competition.

One integrated system connects every aspect of your business, from financial and project management, e-business, and payroll to distribution, field service management, and reporting. The result is accurate, timely, and detailed information that provides the insight for precision control and shrewd decision making.

Leverage this competitive advantage into the future with limitless customization and potential for growth. Wherever your business growth takes you, a vast network of dedicated Microsoft Business Solutions Partners and independent software vendors (ISVs) will be there to offer reliable service and long-term support. Enhanced performance, greater profitability, and expanding success—it's all within reach.

MICROSOFT BUSINESS SOLUTIONS FOR **DISTRIBUTION**–SOLOMON

PURCHASING

Help elevate procurement efficiency with the ability to quickly generate purchase orders, receive goods, and match invoices to receipts.

INVENTORY

Maximize inventory investments by taking control of valuation, warehouse locations, tracking, kit management, and physical inventory balancing.

INVENTORY REPLENISHMENT

Simplify buying decisions with automated tools for forecasting, order planning, and ideal quantity calculations.

ORDER MANAGEMENT

Boost customer satisfaction with quick order entry, integrated credit management, and streamlined pricing, picking, scheduling, and invoicing.

ORDER TO PURCHASE

Enhance service and inventory control by automatically generating purchase orders for out-of-stock or non-stock items.

ADVANCED SHIPMENT MANAGEMENT

Harness the flow of shipment data with flexible tools for building and tracking shipments and creating labels and documentation.

WORK ORDER

Efficiently plan material requirements, manage work-in-process, update inventory, and facilitate accurate cost accounting.

BILL OF MATERIALS

Gain control over production with powerful aids for component definition, costing, routing, and process management.

LANDED COST

Protect profits by accurately incorporating delivery, insurance, or other charges into inventory valuations and cost calculations.

E-COMMERCE GATEWAY–EDI EDITION

Speed the most common ordering, invoicing, and shipment-notification transactions with customers, vendors, and remote warehouses.

Savvy

procurement for cost-effective service

Gain insight and precision control to reduce the cost of purchasing planning and material replenishment and handling.

STREAMLINED PROCESSES

Speed purchase order creation with easily changed default information for vendors, costs, units of measure, shipping addresses, and other details, as well as blanket order options. Take advantage of Order to Purchase features to automate purchases of standard stock as appropriate for various items or inventory locations.

Reduce paper shuffling and time spent throughout the receipt and invoice matching process, thanks to automated inventory updates and the ability to generate accurate accounts payable vouchers that streamline vendor invoice handling.

Enhance vendor partnerships and build mutual value through EDI connectivity. Solomon e-Commerce Gateway-EDI Edition helps remove delays and human error from purchasing processes by providing electronic transmission of purchase orders, warehouse shipment orders, shipment advisories, and inbound invoices.

Streamline maintenance of vendor and pricing information and accurately monitor vendor performance for quick, cost-effective buying decisions and negotiations that keep procurement costs low.

INCREASED VISIBILITY

Help improve order accuracy with the flexibility to select multiple shipping addresses, account for price variances, change payment terms, distinguish inventory and non-inventory items, and accommodate and track changes to an order.

Boost procurement efficiency by easily calculating historical use, seasonality swings, average lead times, and demand forecasts; then leverage data to automate portions of the replenishment cycle. Monitor quantities on hand and effortlessly generate planned orders for adjustment, approval, and quick conversion to purchase orders to help prevent late deliveries or lost sales opportunities when stock is not available.

Fine-tune the accuracy of purchasing processes with a variety of purchasing reports and inventory replenishment tools, including calculations for ideal line points, order points, safety stock, and economic order quantities. Tailor formulas for calculating replenishment needs as necessary to incorporate consideration for trends, spikes, seasonality, and exceptional use.

Fine-tuned **control** of inventory profitability

Gain insight into inventory activity and productivity with practical tools for giving customers what they want, when they need it, while minimizing costs for inventory storage and handling, insurance, shrinkage, damage, or obsolescence.

ACCURATE INVENTORY MANAGEMENT

Easily customize inventory account numbers, lot or serial number assignments, product classes and status codes, inventory locations, cost-of-goods-sold (COGS) calculations, valuation methods, and rules for general ledger posting.

Streamline the tracking of inbound and outbound inventory quantities, including accurate processing of returns, kit components and assemblies, warehouse transfers, and surplus or dead stock. Integration with Microsoft Solomon Purchasing and Order Management makes most inventory adjustments automatic and instantaneous.

Define more accurate values for landed costs, true costs of goods sold, and inventory carrying expense. Analyze turnover rates alongside gross and adjusted margins to identify true inventory profitability and returns on your inventory investment.

Easily consolidate demand data from multiple inventory locations for more cost-effective, centralized purchasing, while maintaining individual inventories where needed to best fill customer or production demand.

Improve the speed and simplicity of physical inventories with the ability to freeze inventory records during counts, print count worksheets, perform cycle counts, preview reconciliation results, and automatically compute adjustments.

Ensure that pricing, inventory valuations, and financial records reflect total costs of goods sold. Landed Cost provides convenient cost entry, rollup and allocation before, during, or after the receipt of goods, even when multiple valuation methods and currencies are involved.



Inventory Items (10.250.00)

Inventory ID: PLANEPL
 Description: Plane, Plastic

Product Class ID: PTOY Plastic Toys
 Price Class ID: TOY Toys
 Manufacturing Class ID:
 Type: Finished Good
 Source: Purchased
 Valuation Method: Standard Cost
 Lot/Serial Tracked: None
 UPC Code:
 Material Safety Data Sheet:
 Product Line:
 Product Manager ID:
 Material Type: HARD Hard Goods
 Tax Category: TAXABLE Taxable Items

Transaction Status: Active
 Kit Type:
 Stock Item
 Verify Quantities
 Stocking UOM: EA
 Purchase UOM: EA
 Sales UOM: EA

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Flexible inventory management supports quantity on hand, selling price, cost, stocking units, general ledger posting rules, and more.

Receipt/Invoice Entry (04.010.00)

Batch Number: 000149 Status: On Hold Qty Control: 8,000 Cost Control: 460.99
 Period to Post: 06-2002 Handling: No Action Qty Total: 8,000 Cost Total: 460.95

Document
 Receipt Number: 000053 Create Voucher for Receipt Reopen Closed PO Lines Project ID: w000007
 Receipt Date: 10/28/2003 Dist PO Lines: All Qty Control: 8,000 Cost Control: 460.99
 Receipt Type: Receipt PO Number: 000075 Qty Total: 8,000 Cost Total: 460.95

PO Line	Receipt For	Inventory ID	Site ID	Quantity	UOM	W/Inse Blk
1	Goods for Project AC-4VLE-5	MFG		2,000	EA	00
2	Goods for Project AC-CARTASSY-01	MFG		2,000	EA	00
3	Goods for Project AC-WHEEL02	MFG		4,000	EA	00

Landed Cost Receipt Entry (61.010.00)

Landed Cost Code	Allocation Method	Vendor ID	Landed Cost	Receipt Number	PO Num
POAPQTY1	Quantity	VT0110	4.00	000053	000075

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Accurately account for all inventory costs as soon as your inventory is delivered to the warehouse door.

The agility to meet **exacting** customer needs

Distributors, manufacturers, and service providers share one imperative: the need to satisfy diverse and sometimes difficult customer demands. Foster quick, reliable service and information with smooth order and fulfillment processes that keep customers coming back.

ENHANCED PRODUCTIVITY

Tailor order processing to align with your organizational structure. Configure a variety of order types, create process checkpoints to ensure data is complete, and automate routine tasks to speed sales and boost order entry productivity.

Help increase productivity with streamlined data entry, convenient default information, and fast lookup capabilities for item information, pricing, inventory availability, and scheduling options. Drill down for more details about inventory quantities, costs, backorders, and other useful item information.

Easily convert orders to efficient shipments with flexible options for building or overriding shipment detail, designing pallet loads, permitting standard carton breaks and single container shipments, and entering bill of lading classes for hazardous materials. Eliminate manual calculation of weight and cube values and automate printing of pick tickets, UCC-128 compliant labels and single or consolidated bills of lading so shipping staff can spend time more productively.

Help save time, slash errors, eliminate paperwork, and meet customer requirements by using Microsoft Solomon e-Commerce Gateway-EDI Edition to accelerate routine communication with customers, eliminate manual order entry, and automate invoicing. Rely on industry-defined standards for common inbound documents, including purchase orders and changes, as well as outbound acknowledgements, invoices, and advance shipment notifications.

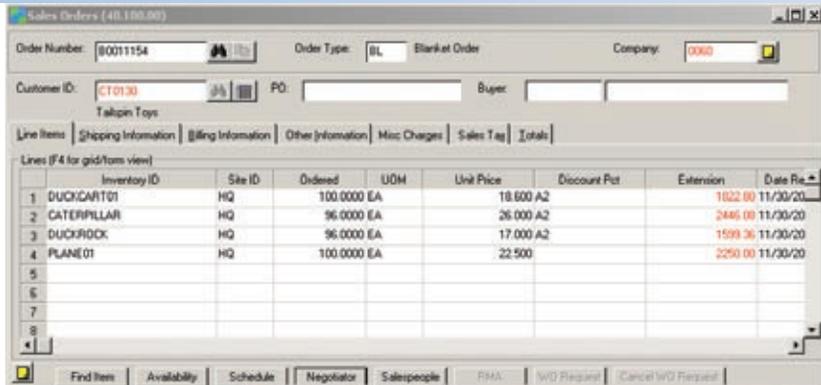
INFORMATION AVAILABILITY

Enhance customer service regardless of inventory constraints:

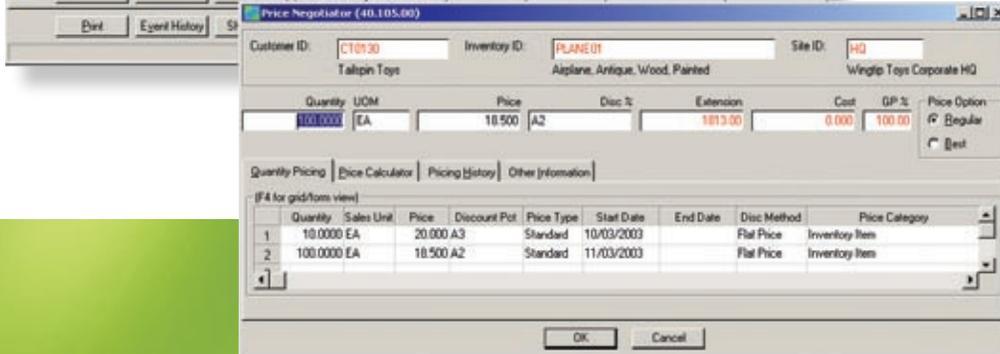
Automatically initiate Microsoft Solomon Order to Purchase transactions linked to sales of special orders, non-stocked items, direct or drop-ship quantities, or any item for which sufficient inventory is not currently available. Readily view stock on hand, potential substitutes, appropriate vendors and their recent performance, and current prices and lead times so order decisions can be prompt and reliable.

Impress customers with advance shipment notification and ready details on shipment status. Track shipped loads by PRO number, serial container ID, or tracking number. Drill down to line-item details as needed, or quickly access carriers' Web-based tracking systems on the Internet to check third-party delivery progress.

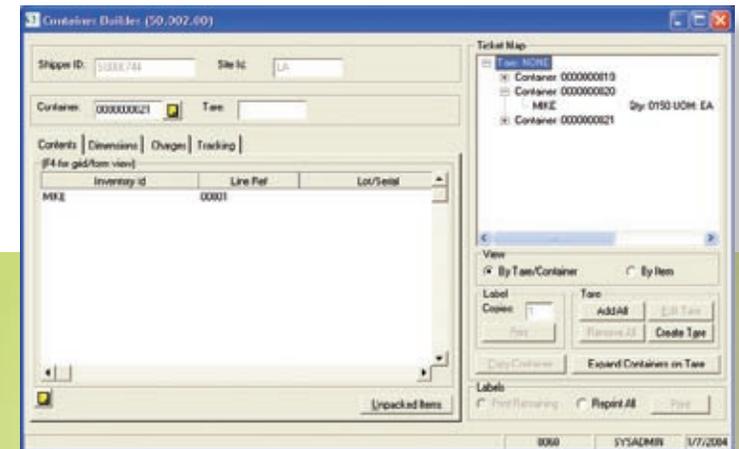
Empower customers to view product availability, obtain prices, or check order status around the clock while giving field employees the ability to enter orders online anytime, from any location with Microsoft Solomon Web Order.



Provide exceptional customer service with instant access to pricing information and more while negotiating an order.



Create new containers using this screen or change containers that were pre-built during pick ticket creations.



TRANS#	DESCRIPTION	TRANS#	DESCRIPTION
810	Invoice	810	Invoice
850	Purchase Order	850	Purchase Order
860	Purchase Order Change	856	Advance Ship Notice
864	Text Message	857	Invoice/Advance Ship Notice
875	UCS Purchase Order	875	UCS Purchase Order
880	UCS Invoice	880	UCS Invoice
945	Warehouse Shipment Advice	940	Warehouse Shipment Order
		997	Functional Acknowledgement
		998	

A fast and efficient alternative to traditional paper-based communications, EDI saves time, reduces errors, eliminates paperwork, and helps companies compete in today's global marketplace.

Inbound EDI transactions supported

Outbound EDI transactions supported

Firm

control over processes, production, and performance

Help refine efficiency and grow profits with operational planning, integrated accounting, and implementation support that include the flexibility to adapt materials, plans, or workflows any time business requirements or capabilities change.

EFFECTIVE ANALYSIS

Simplify the scheduling and completion of service, assembly, or production tasks with flexible work orders that enhance your ability to reveal, analyze, and refine resource use and the resulting profitability of the order. Create child/parent linkages between related work orders, distribute production to multiple locations, or combine make-to-order and make-to-stock tasks on the same work order, while maintaining accurate cost allocations for analysis.

Easily track work-in-process to make mid-stream adjustments when needed, compare actual costs with estimates to identify variances and needed process changes, and accurately allocate final costs and valuations, including automatic updates to inventory and general ledger records.

Improve overall resource efficiency by planning and analyzing work order materials or resources, with date-specific projections and the ability to juggle resource requirements from one work order to another to ensure priority fulfillment of the most urgent, important, or profitable orders.

Set the stage for efficient production management with Microsoft Solomon Bill of Materials. Define multi-level product structures and use those definitions to establish, roll up, and manage standard costs. Then, identify assembly tasks, components, sequences, and production routings for close control of materials and effective process management. As production proceeds, automatically update inventory and cost accounts, seamlessly share data with Microsoft Solomon Work Order, and obtain more than a dozen routing, work center, and materials reports for analysis.

FULL MANUFACTURING SUPPORT

Together, Work Order and Bill of Materials constitute Microsoft Business Solutions for Manufacturing–Solomon. Ideal for project and process-driven manufacturers, job shops, or companies performing advanced distribution or kitting, these modules integrate with Microsoft Solomon business, project management and financial information to help you streamline processes, reduce costs, and better satisfy customers. A wide range of add-on solutions are available from authorized third-party vendors to address specific manufacturing needs.

View costs, change orders, inventory information, and site information for any bill of materials component.

Bill of Material Structure (11-320.00)

BOM ID: Status: Site ID: Component List

Description: Stocking UOM:

BOM Info | Inventory Info | Item Site Info

BOM ID:

Current Kit Costs (Indented)

Direct Material	229.956
Direct Labor	0.000
Other Direct	0.000
Labor Fixed Overhead	0.000
Labor Variable Overhead	0.000
Machine Fixed Overhead	0.000
Machine Variable Overhead	0.000
Material Fixed Overhead	0.000
Material Variable Overhead	0.000
Total Standard Cost	229.956

Engineering Change Control

Start Date: Change Order:

Stop Date: Supersedes:

Superseded By:

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Work Order / Project Inquiry (12-300.00)

Work Order ID: Include projects in lookup Data Entry Status:

Earthquake Retrofit Bldg 350

Project

Customer: Northwind Traders West Contract:

Project Mgr: Barbara J. Cox - PM Contract Type:

Business Mgr: Rex W. Brown - Supvr Set End:

Currency:

Account Category filter Task filter (mask with *, ?)

Rev/Cost

Digital (F4 - Item/gid view)

	Rev/Cost	Account Category	Task	Estimate	Actual (to date)	Variance (to date)
1	Revenue	AB	AH -	450000.00	78001.37	-371918.63
2	Cost	AB	AH -	420225.00	78854.41	-341370.59
3	Profit	-	-	29775.04	-773.04	30548.04
4						
5						
4						

Account Category Task Transaction Detail

Info Profit

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A quick glance can provide important feedback on the progress of a work order.

Microsoft Business Solutions–Solomon



EMBRACE YOUR FUTURE TODAY...

Unleash the potential of electronic commerce with the accessibility and tools you need to connect people and warehouses, increase collaboration, and send productivity soaring. Microsoft Solomon solutions deliver key business processes and information to employees, customers, and vendor partners wherever they may work.

- Microsoft Business Portal delivers security-enhanced, role-based access to Microsoft Solomon applications and information so that routine data entry, lookup, reporting, and analysis can be performed any time, from any location, via Web browser.
- E-Commerce Gateway-EDI Edition opens the door to instantaneous, paperless transactions with customers and suppliers using industry-standard electronic orders, invoices, shipment notices, and other communications. Part of the Distribution series, E-Commerce Gateway brings new levels of speed and accuracy to business relationships.
- Web Order extends order entry procedures and status information directly to customers via the Internet, helping save time and ensure more immediate customer service.

...AND BUILD FOR YOUR FUTURE TOMORROW

As your organization evolves, Microsoft Solomon evolves with you. Customization Manager lets you customize data entry processes, displays, and security access to fit the way you do business. Microsoft Visual Basic® for Applications (VBA) is included to permit even greater tailoring. A vast network of ISVs can provide you with alterations for specific industries and business requirements.

With expert help from Microsoft Certified Business Solutions Partners and independent software vendors, your investment yields benefits right from the start and continues to compound gains over time. From start-up training and customization to software updates and productivity support, count on dedicated support for leveraging Microsoft Solomon into business success for years to come.

MICROSOFT BUSINESS SOLUTIONS—SOLOMON

Microsoft Business Solutions offers a wide range of business applications designed to help small and mid-market segment businesses become more connected with customers, employees, partners, and suppliers. Microsoft Business Solutions applications automate end-to-end processes for enterprise resource planning, customer relationship management, and business analytics.

Achieve more — with a solution designed to work the way you do.

For more information about Microsoft Business Solutions, visit:

<http://www.microsoft.com/BusinessSolutions>

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