

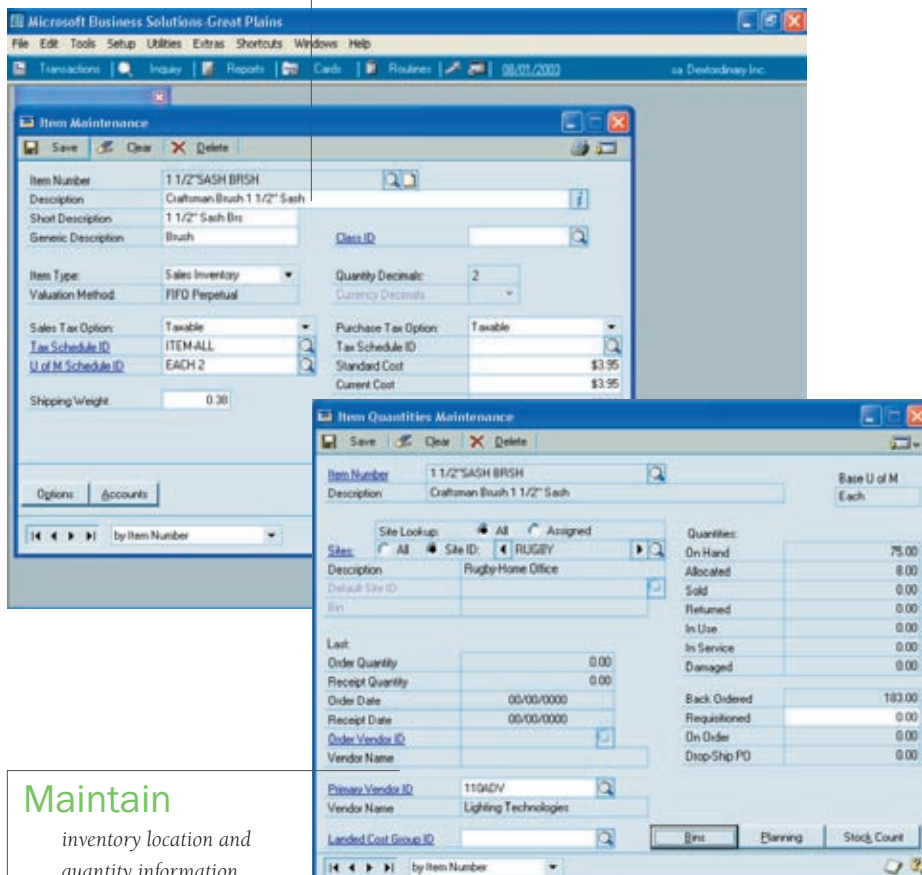
## INVENTORY CONTROL

### B E N E F I T S

Give your business the competitive edge it needs by controlling inventory effectively and setting prices on a customer-by-customer basis, so that you achieve higher customer satisfaction and faster, easier fulfillment than ever before.

### Access

*detailed inventory information quickly and efficiently from a central location.*



### Maintain

*inventory location and quantity information for a complete picture of your current inventory situation.*

### Make informed decisions

Give your business a superior competitive advantage, with easy-to-use stock analysis tools and flexible reporting capabilities that deliver unparalleled access to information.

### Increase employee productivity

Empower employees with easy access to the inventory information they need and enable them to enter stock and pricing just once, providing accurate and timely information throughout the system.

### Achieve better customer service

Offer better customer service to your clients and improve their satisfaction with greater accuracy, better inventory control, and customer-specific pricing and promotions.

### Maintain prices effectively

Control your prices with wizards and tools that allow you to offer promotional prices or change pricing lists on the fly, giving you the flexibility you need at minimal cost.

### Negotiate with strength

Secure customer contracts with personalized pricing to meet customer demand and beat the competition, while maintaining the ability to change prices as needed.

### Integrate seamlessly

Complete integration with other Microsoft® Business Solutions - Great Plains® applications such as Sales Order Processing, Invoicing, and General Ledger streamlines mission-critical inventory and sales processes.

## Focus: Flexible, Customer-Specific Pricing

### Support Your Sales Team with Extended Pricing

Equip your sales team to improve customer satisfaction. Extended Pricing enables your salespeople to personalize pricing to meet customer demand and beat the competition, with customer-specific pricing and rules that can be modified quickly and easily.

### Customer-specific pricing and promotion capabilities with Extended Pricing include:

- Powerful date-sensitive functionality for sales and promotions
- Instant relational price updating
- Flexible promotional and discount capabilities
- Personalized pricing where desired, with standard pricing elsewhere
- Easy-to-update price lists
- Easy price setting and maintenance by customer
- Standard price schemas such as percentage off, value off and net pricing, along with personalized pricing options
- Intuitive functionality with drill-down, zoom, and special menu capabilities that offer a fast learning curve and easy visibility into your pricing index

### Create

personalized extended pricing schemes for specific customers or groups of customers.

U of M	All	Qty From	Qty To	List Price	Percentage Off	Total Adjustment	Adjusted Price
Each	<input type="checkbox"/>	1	9	\$49.99	10.00%	\$5.00	
Each	<input checked="" type="checkbox"/>	10	999,999,999,999	\$44.99	10.00%	\$4.50	
Case	<input checked="" type="checkbox"/>	1	999,999,999,999	\$449.99	10.00%	\$45.00	
	<input type="checkbox"/>	0.00	0.00	\$0.00	0.00%	\$0.00	

## Increase Productivity with Bill of Materials

Bill of Materials provides a superior solution for tracking the components and subassemblies used in light manufacturing and similar production and assembly operations.

### Bill of Materials capabilities include:

#### Multi-Level Bills

- Define the exact order of your assembly process using bills up to 10 levels deep. Insert components multiple times in the same bill to accommodate sequenced component assembly bills.

#### Efficient Item Tracking

- Accurately track the actual cost for assembled items, plan for future changes, and manage current and past items. Maintain valuation after posting to help ensure that costs are tracked accurately.

#### Assembly Documentation

- Detail exactly how components should be used in all levels of the assembly with electronic notes that can be attached to components and subassemblies and printed on single-level or indented bills.

#### Schedule Transactions

- Control when inventory stock is allocated and record actual quantities used, as well as track differences between actual and planned quantities, allowing you to schedule transactions into the future without reserving stock.

### Assemble

multiple components and costs when creating a finished good.

The screenshot displays the 'Bill of Materials Maintenance' window in Microsoft Business Solutions-Great Plains. The 'Assembly Entry' tab is active, showing details for Document Number ASM00000000000014, Doc. Date 3/26/2003, Site ID WAREHOUSE, and Batch ID HDWR-SBD-0001. The assembly quantity is 2, and the status is 'Released'. The component list includes:

Component Item	U of M	Stock Quantity	Assemble Quantity
HDWR-FGC-0001	Each	0	2
HDWR-CAB-0001	Each	2	0
HDWR-SWM-0100	Each	2	0
HDWR-SWM-0100	Hour	2.00	0.00

The interface also shows a 'Component Item' list on the left with details for each component, including descriptions like 'Data Card Assembly', 'Central Cabinet', and 'Switching Module'. The 'Component Level' is set to 1, and the 'Document Number' is visible at the bottom.



## INVENTORY CONTROL | FEATURES LIST

### Inventory Control

- Create and track the item information that's most important to you with the ability to choose default entries for each class of items such as color, style, and manufacturer.
- Prioritize sales stock with options to rank your inventory items by usage value, actual or project usage quantity, on-hand inventory value, or unit cost.
- Maintain complete control over your inventory with quantity tracking at the bin level, cycle counting, stock count calendars, and inventory snapshots.
- Track a single inventory item across multiple bins within the warehouse to optimize picking efficiency.
- Get instant information on all transactions related to any item you define in the inquiry windows—including lot number, price levels, and item type—as well as drill down to specific details.
- Analyze all facets of your inventory with comprehensive standard reports including Item List, Price List, and Turnover, integrated with the flexible reporting power of Great Plains applications such as Report Writer and Crystal Reports®.

### Extended Pricing

- Personalize pricing by combining date ranges and quantity break options with special net, percentage-off, or value-off pricing for specific customers or groups of customers
- Use relational pricing to update customer price lists instantly and reflect fluctuations with your supplier when you change your base net prices.
- Choose the pricing method that works best for each item, including pricing by currency amount, percent of list, percent markup based on current or standard cost, or percent margin based on current or standard cost.
- Make individual or mass updates to your pricing lists with helpful wizards. Options include list and item copy functionality; adding, removing or changing existing records on a price list; and assigning list activation dates.
- Easily set up and maintain price lists using unlimited combinations of units of measure, price levels, and currencies.

### Bill of Materials

- Maintain full control over the assembly process with complete bills of materials to accurately define, track, and analyze how your inventory is used as part of your assembly operations.

Supply Chain Management components are sold separately. Extended pricing is not available with Microsoft Business Solutions–Great Plains Standard.