



## PRODUCT DATA SHEET: DISTRIBUTION ONE

*Distribution One provides extended inventory planning and warehouse management capabilities to SAP Business One. Distribution One is the key to higher profitability by making the entire enterprise more efficient. It is for wholesalers, manufacturers, and distributors alike looking to better manage inventory and customer expectations while drastically improving ordering accuracy and warehouse efficiency.*

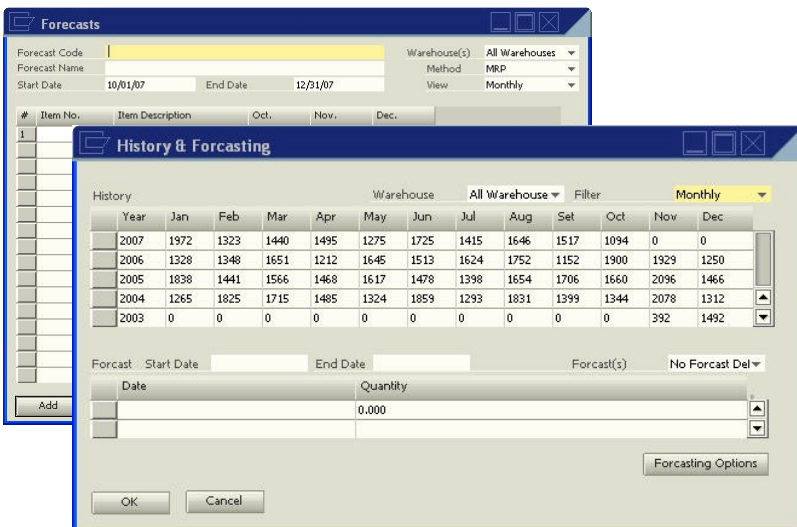
### PRODUCT OVERVIEW

In today's competitive marketplace, wholesalers, manufacturers, and distributors alike must fight to create and maintain a competitive advantage. Many companies seek to quickly differentiate themselves by excelling in areas such as customer service and pricing so to improve their bottom line.

However, increasing the bottom line involves many factors. And optimizing inventory levels is only part of the equation. Fast delivery (with the ability to view in-transit inventory), effective returns handling, up-selling, and proper management of customer expectations, are all essential in gaining the competitive advantage.

Consequently, wholesalers, manufacturers, and distributors must optimize their stock holdings and effectively streamline their internal processes, from sales to shipping and from purchasing to warehouse management. Making these changes while maintaining competitive pricing (while earning sufficient margins) is the key to becoming more profitable.

**Fortunately, Distribution One is engineered to help all of these areas.**



The screenshot shows two overlapping SAP Business One windows. The top window is titled 'Forecasts' and contains the following fields:

- Forecast Code: [ ]
- Forecast Name: [ ]
- Start Date: 10/01/07
- End Date: 12/31/07
- Warehouse(s): All Warehouses
- Method: MRP
- View: Monthly

The bottom window is titled 'History & Forecasting' and displays a data table with the following columns:

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2007	1972	1323	1440	1495	1275	1725	1415	1646	1517	1094	0	0
2006	1328	1348	1651	1212	1646	1513	1624	1752	1152	1900	1929	1250
2005	1838	1441	1566	1468	1617	1478	1398	1654	1706	1660	2096	1466
2004	1265	1825	1715	1485	1324	1859	1293	1831	1399	1344	2078	1312
2003	0	0	0	0	0	0	0	0	0	0	392	1492

Below the table, there are fields for 'Forecast Start Date', 'End Date', and 'Forecast(s)'. At the bottom, there is a 'Quantity' field with the value '0.000' and a 'Forecasting Options' button.

### KEY PRODUCT FUNCTIONALITY

- ⇒ **Forecasting**—Know how much to order and when. Make base forecasts on historical data and “what-if” projections, and forecast for seasonal and slow moving items. Automatically computes forecasts for purchasing, production and any inventory item stocked
- ⇒ **Available-to-Promise (ATP)** - Automatically tells sales people the earliest fulfillment date so to set proper expectations with the customer.
- ⇒ **Inventory Inquiry Screen**—Gives you the inventory details when you need it to quickly and easily make inventory related decisions. See demand levels, lead time, vendor history, and committed items all at one glance.
- ⇒ **Inventory Transfers**—Know exactly where all inventory is located—when when it is in transit to another location. Automatically generates a paper trail on all inventory moves.
- ⇒ **Container Tracking**—Enables companies to ramp up their logistics functions to world-class levels at low costs. Complete visibility of all items and containers from the time a PO is created until the actual receipt arrives into the warehouse.
- ⇒ **Up-Sells & Cross-Sells**—Generates more revenue with reminders of product up-sale and cross-sale opportunities
- ⇒ **Inventory Mins and Maxes**—Save time by have Distribution One calculate optimal mins and maxes for any item in inventory. Drastically improves asset management and spend control

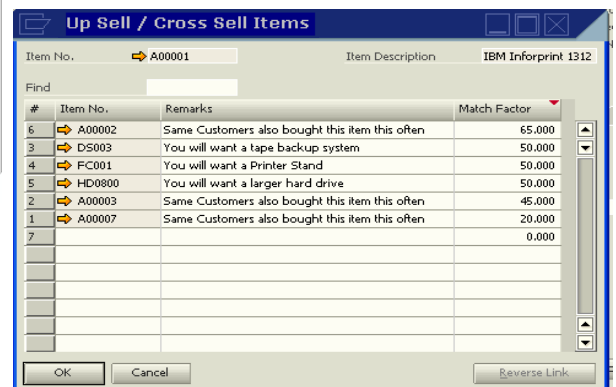
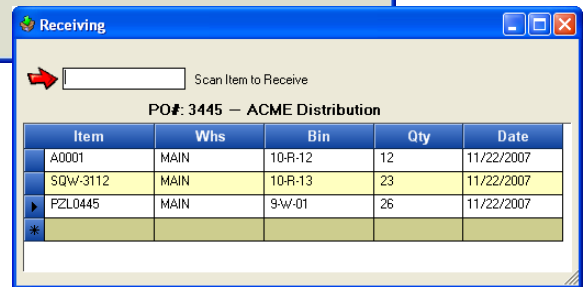
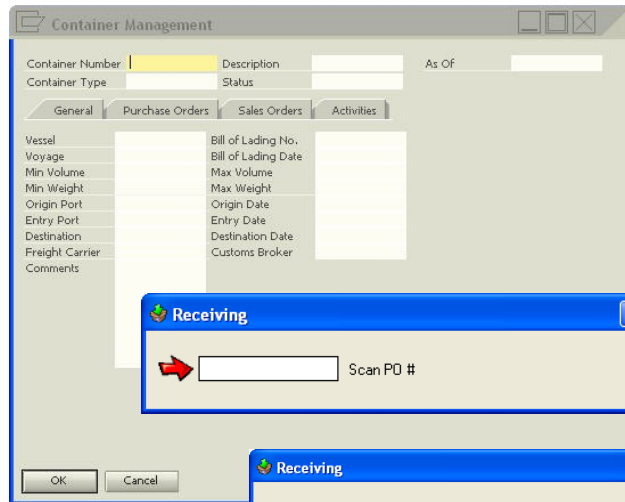
Distribution One works in tandem with the *Plus One—Bin Management* solution and *Data Collect One* for Distribution to further optimize warehouse efficiency and accuracy.

*Distribution One's* integration with *Plus One—Bin Management* allows you to create default bin locations for each warehouse and define zones and best-picking paths to simplify the picking process. *Bins* also offers all parties a granular view of exactly where inventory resides in order to keep a handle on every item in the warehouse.

The entire *Distribution One/Plus One* solution dramatically increases inventory accuracy up to 99.9%, and will quickly improve:

- ◆ Shipping
- ◆ Receiving
- ◆ Inventory Moves and Transfers
- ◆ Cycle Counts

*Distribution One* is a streamlined solution engineered to help distribution companies use SAP Business One to manage inventory, improve customer service, optimize inventory levels, and become a best-run business.



TO LEARN MORE ABOUT DISTRIBUTION ONE, OR ANY OF OUR BUSINESS ONE ADD-INS, CALL US TODAY



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