Whitepaper

Apparel and Footwear Solution for Microsoft Dynamics AX

Support your brand promise and growth with a Tier 1 ERP

A brand is a promise of quality, service, and value. Keeping that promise is the utmost important success factor of a brand based company. We believe that Microsoft Dynamics AX ERP solution combined with the Sunrise Apparel Footwear solution can help brands keep their promise - so that they can grow and expand their market share.

Microsoft Dynamics AX has inherent functionalities to make this possible. It understands multi-dimensional product structures. It can manage multiple channels. It is global and can handle a vast international trading partner network. It also has strong supply chain management functionality.

Yet, most of these features are not automated or visually presented to the user community in an efficient manner. That is where Sunrise Apparel and Footwear solution comes into play.

The Sunrise solution builds on this strong, scalable platform and extends the core functionality across three main areas–-style, channel and supply chain management—to help brand companies to deploy Microsoft Dynamics AX with more best practices, speed and quality. Ultimately, brand owners gain better visibility into their customers, products, channels and supply chain at a global level, while saving time and money.

Elegantly manage color, size and style configurations

Product creation and maintenance – Increase the speed in which products are created and maintained improve efficiency throughout your business. Detailed product information such as colors, sizes, styles, and configurations can be automatically copied from base data to significantly reduce the time required to setup a new product.

Global trade item numbers (GTIN's) such as UPC's can be automatically generated as new SKU's are released, utilizing one or more manufacturer codes that have been purchased by your business. Codes can be maintained at the instance level, thus providing support for a global implementation. Rollover capabilities ensure a seamless transition from one manufacturer code to the next as they expire, and the ability to reuse GTIN's for SKU's that are no longer offered increases the longevity of your existing manufacturer codes.
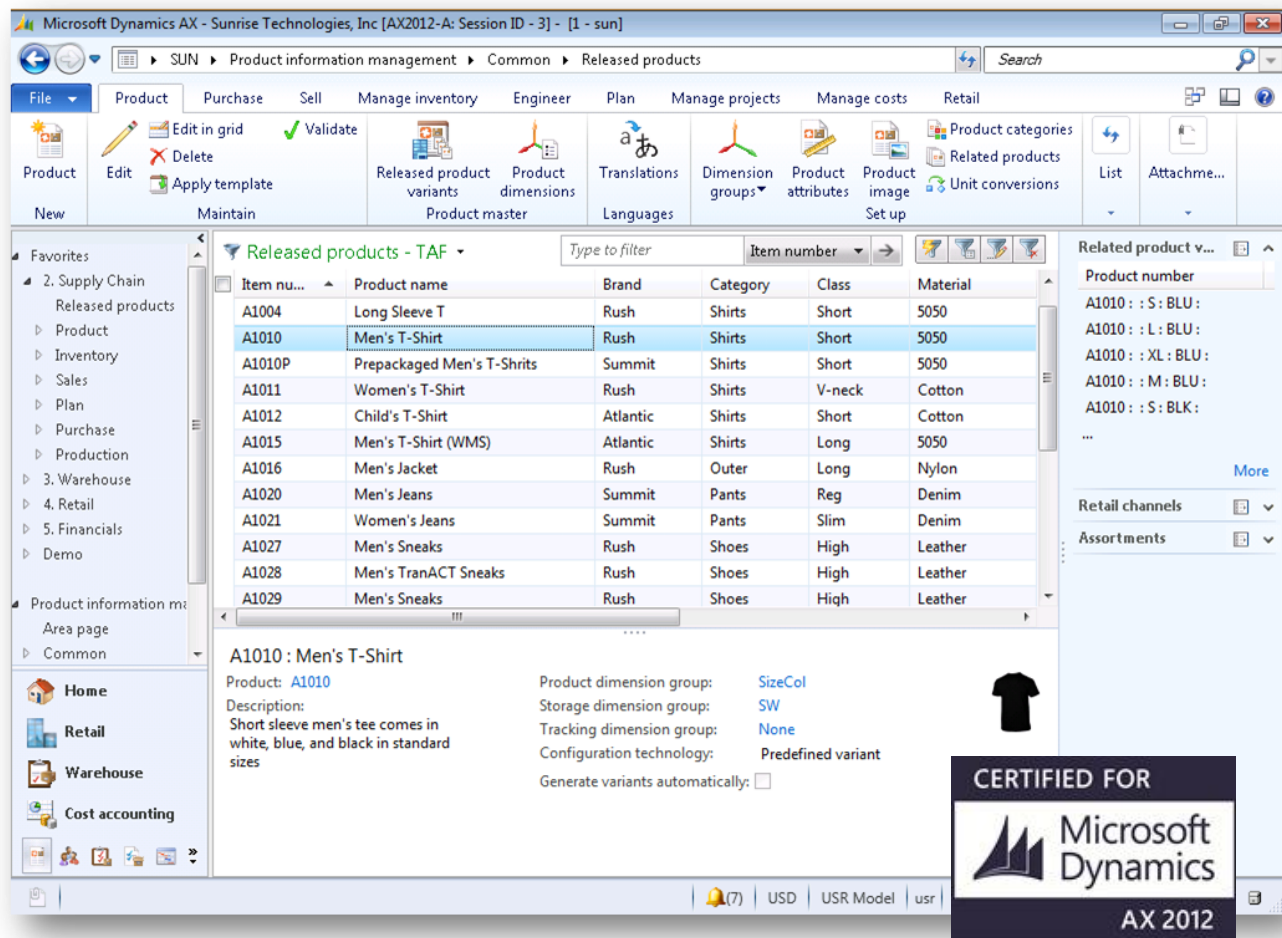
SKU level transaction control allows for transaction restrictions to be placed at a much more detailed level than those offered in the standard application, providing your business with the ultimate flexibility around product offerings. For example, a given size or color may be discontinued for a product while other sizes or colors remain in the product offering. Furthermore, a mass update function allows for quick and easy control of which SKUs are restricted for which transaction types.

Improved inquiry and reporting capabilities – The ability to report on product attributes that are specific to the apparel and footwear industries is key to a successful ERP implementation. Store seasons at the product/color level. Apparel and footwear-product-specific attributes such as brand, gender, material, and category allow for flexible reporting and inquiry on sales, inventory, procurement, and production transactions.

Industry standard codes – For EDI purposes, standard codes provided by the National Retail Federation (NRF) are often used to identify colors and sizes across organizations. Master data for these NRF codes are available in the Sunrise solution, and they can be linked to color and size master records for integration and reporting capabilities. The availability of this data out-of-the-box will help reduce the number of integration tasks incurred during your implementation.

For more information call 336.722.6741 or visit
http://sunriseconsult.com/style

Kitting capabilities – Groups of products offered as kits can be easily maintained through the use of bills of materials. For a given kit, multiple color/size combinations for the same product can be quickly entered through the use of the bills of materials matrix, saving time in the kit creation and maintenance process.

Gain omni-channel control and visibility

Season management – Seasonal performance is one of the most important metrics tracked by apparel and footwear companies. The addition of transaction seasons and season deliveries in the order-to-cash workflow enables detailed sales reporting at the season and season delivery level. Furthermore, direct ledger integration extends the seasonal reporting capabilities to financial reports, improving the capabilities of Management Reporter and providing a comprehensive reporting experience.

Beyond reporting, transaction seasons are also important for the timing of customer deliveries. Because different organizations require more or less time to distribute products to their retail locations, the ship-by and cancel-by dates provided by customers tend to vary. To account for such scenarios, default ship-by and cancel-by dates can be setup by customer and season delivery, reducing the risk for error during order entry and helping to ensure that shipments go out during the appropriate delivery window for each customer.

Improved sales order management – Tracking lost sales helps a company locate problems that may exist within their organizational processes, sales and marketing strategies, or product offering. A detailed cancellation log with a direct link to the original sales transactions enables reporting capabilities that are otherwise unavailable in the standard product. In addition, a configurable list of cancellation reason codes will ensure that your organization is not only gathering information on lost sales, but doing so in a manner that is relevant to your specific business practices.

Enhanced order categorization provides the ability to designate orders into groups like "Pre-season," "Release," and "At-once." This allows for extended reporting and inquiry capabilities in the order-to-cash workflow, while also providing additional information to aid in day-to-day decision making. For example, when inventory runs low, a pre-season order that was placed two to three months ago may be considered a higher priority than an at-once order that was placed just yesterday.

Restricting products from being sold to specific sales channels helps apparel and footwear companies maintain the desired sales price and margin targets across their customer base. Rules can be setup at the product or product group level to restrict sales at the customer or customer group level. Furthermore, the ability to specify exceptions to these rules provides a pain-free solution to manage your product availability across all channels.

When dealing with retail organizations as customers, the immediate delivery address for a shipment does not always represent final destination for the product. Retailers will often initially receive goods in their own distribution centers, only to later push these goods out to their stores through their own logistics network. As the final delivery information for such scenarios is typically provided when orders are placed, mark-for address information can be stored at the sales order header or sales order line level for use in integrations, customer specific labels, or other need determined during your implementation.

Enhanced customer-facing documents – While every organization has their own flavor of customer facing documents, a common request at apparel and footwear companies is provide order details in a concise matrix format by color and size. To help speed the process of refining sales order confirmations, packing slips, and invoices during your implementation, the option has been added to display a configurable matrix on each document.

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Precisely control global supply chain management

Production tracking and reporting – In the apparel and footwear industry, companies often manage their production processes at the style or style/color level to improve operational efficiencies. For example, different colors or sizes of a given garment may be sewn together to speed the production cycle. While the standard functionality in Microsoft Dynamics AX requires production orders to be managed at the product level, the addition of master production orders (MPO's) enables tracking at a higher level determined by the user. Quick and easy transaction entry, a mass update function, and an MPO status report all help to improve the overall production order processes available in the application.

Improved speed of transaction entry – Improving the speed at which transactions are keyed reduces unnecessary man-hours that can be used to better the business elsewhere. Because apparel and footwear companies work with finished goods that require color, size, and fit characteristics, transactions of all types typically contain a large number of lines for the same style, but different end SKU. The transaction matrices for sales, purchase, production, and transfer orders allow for all lines of a given style/fit combination to be quickly keyed using a color/size matrix.

Ensuring a positive experience for your customers is key during phone order entry or a customer service call. In these scenarios, customers will often request information regarding the availability of a given SKU. To ensure that the order taker can quickly access to this information, inventory availability is displayed directly on the sales order details form for the SKU on a selected sales order line or active matrix cell.

About Sunrise Technologies

Sunrise Technologies is the premier provider of Microsoft Dynamics AX for apparel and footwear companies, delivering game-changing, omni-channel, global, Tier 1 supply chain solutions. From wholesale, to retail, and ERP to business intelligence, Sunrise Technologies offers a one-stop, end-to-end solution, including QuickStart to jumpstart your Microsoft Dynamics AX implementation and 24x7 dedicated Global Support to proactively optimize that solution over the long haul.

The roadmap for Microsoft Dynamics AX is extensive and our industry experts will work with you to implement the capabilities that best fit your needs. As a global systems integrator operating out of North America, Europe and Asia, we are everywhere you do business.

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