

excellence through understanding™

TR\N\TY

*myridas*™

solutions for wholesale distribution

Distribution today depends on maximising sales opportunities and building successful relationships with customers and suppliers. In a market characterised by low product margins, it's also about reducing operating costs through simplifying processes and eliminating errors.

Rises in customer expectations and competitive pressures require distributors to adopt innovative approaches (increasingly enabled by e-business technology) to achieve higher levels of customer service. This is in addition to the need for more comprehensive solutions for demand forecasting, inventory planning and logistics management.

These issues point to the need for IT solutions that are wide-ranging and include the specialist features required by

distribution business, backed by the skills required for effective implementation and support.

Distribution expertise is provided by Trinity Computer Services Ltd, a company with a 25 year pedigree of successfully implementing solutions in the distribution market. Combining this in-depth experience and understanding of the marketplace with the strength and versatility of software from Microsoft Great Plains has enabled Trinity to produce Myridas Solutions.

Through an emphasis on distribution functionality, up-to-date technology, system adaptability and business intelligence, Myridas Solutions set a new standard in information technology systems for the wholesale distribution market.



maximise revenue      minimise costs

## Myridas Solutions

Three key elements form the basis of all Myridas Solutions:

- Microsoft Great Plains' eEnterprise software
- Trinity's Myridas distribution software modules
- Trinity's expertise in implementation and support

The combination of these elements results in a versatile wholesale distribution business solution comprising comprehensive Sales Order Processing, Supply Chain Management, Inventory Control, Financial Accounting, e-Commerce and Management Information capabilities.



## Sales Order Processing

Any company focused on improving and developing customer relationships needs to ensure that the sales process is managed effectively. This is as much about company culture as it is about computer systems, but there is no doubt that the right software can help. Long before the term Customer Relationship Management was invented, Trinity recognised that software in the Sales Office needed to make the trading experience a positive one for both the customer and the order taker. This means ensuring a quick and accurate response to customer requests, while also encouraging the sales people to be proactive.

### FEATURES:

- Proactive call scheduling and diary management
- Telesales contact analysis – call outcomes
- Detailed date based contact history
- Campaign based call schedules
- Lightning fast order entry
- Improved order accuracy through unlimited buying lists and templates
- Unlimited product search via catalogues and any product feature
- Prompting order takers to ‘sell up’ based on customer buying habits
- Instant access to product and customer information
- Alternatives and substitutes based on availability, margin, price etc
- Low margin alerts for order takers and (remote) senior managers
- Recording and reporting of lost sales
- User configurable order entry screens

### Comprehensive Pricing

- Customer specific prices
- Buying group price contracts
- Short-term price promise
- Quantity break pricing
- Product price groups for fast set-up
- Unlimited price lists
- Online price negotiation
- Automatic prompting and handling of promotions
- Current and past price history
- Over riders and retros

### Complete Stock Visibility

- Available to promise
- Multi-depot visibility
- Sell from any depot / ship from any depot
- Serial number tracking and batch traceability
- Back-order control
- Product specifications and images online
- Make to order
- Direct deliveries
- Back to back orders – sell, source, ship
- Catchweights
- Deposits

### Links to Other Modules / Technologies

- CTI
- e-commerce / Internet
- Order entry via hand held terminal
- Web based order entry
- Interface to CRM
- EDI
- Bill of materials
- Product configurator
- Trade counter
- Retail POS

# Supply Chain Management

In wholesale distribution there are some objectives that are critical to removing time and money from operations and enhancing competitive advantage. Typically these objectives are: **sourcing effectively**; **maximising return on assets**; **optimising inventory investment**; **ensuring quality of service**. Microsoft Great Plains software helps companies to achieve these objectives by providing a series of increasingly sophisticated Supply Chain Management solutions that match the specific needs of mid-market distribution businesses.

For larger organisations with complex requirements, a **Demand Planning and Forecasting** system using statistical analysis techniques can be implemented to help optimise inventory. Non-statistical forecasting methods may be employed for less complex purchasing environments with a fully featured replenishment system.

## FEATURES:

- Re-order level management
- Supplier price lists
- Automatic purchase order generation
- Vendor performance
- Fast receiving
- Invoice matching
- Supplier part number
- EDI
- Back-to-back purchase / deliveries
- Landed costs

Tightly controlled **Picking and Dispatch** routines often remain central to ensuring that customers get their orders delivered on time. Myridas Solutions contain the necessary facilities to effect the control needed and, where required can be integrated with a full Warehouse Management system.

- Bin sequenced picking
- Consolidated picking by load or picking wave
- Picking wave generation
- Workflow
- User defined document status tracking
- Load scheduling
- Vehicle load planning
- Journey management
- [Links to Other Modules / Technologies](#)
- Warehouse management
- Demand forecasting
- Automated route planning
- e-requisitioning
- e-procurement



# Financial Accounting

It is no longer sufficient for accounting software to simply mimic the bookkeeping practices of old. To truly benefit from computerisation, financial systems need to reflect the operational realities of a distribution business. Microsoft Great Plains' Financials provide business managers and 'knowledge users' alike the ability to intuitively interrogate data via 'drill-down' and 'drill-around' inquiries to access information without having to continuously move between programs.

## FEATURES:

### Nominal Ledger

- Comprehensive integration and information access
- Up to 367 financial periods per year
- Standard, unit, fixed and variable allocation accounts
- Flexible management reporting with graphic quality output
- Easy copy and create facilities for rapid chart of accounts development
- Complete drill-down to individual transactions
- Easy budget creation
- Multiple journal facilities
- Account level security
- Multi-dimensional analysis across a range of accounts
- Powerful online credit control
- Integration with Front Office for sending statements, copy invoices, overdue letters
- BACS facility
- Fully integrated with purchase order processing
- Automated payment routines
- Complete allocation tracking history

### Sales Ledger

- Unlimited addresses per account
- Minimise debtors with powerful credit control
- Fast customer set-up
- Fast flexible posting procedures

### Purchase Ledger

- Un-posted invoice tracking
- Fast supplier set-up
- BACS facility
- Fast flexible posting procedures

### Links to Other Modules / Technologies

- Cashbook
- Bank reconciliation
- Multi-currency management
- Fixed assets



# Inventory Control

Strong inventory management is a core element of Myridas Solutions for distribution, provided through Microsoft Great Plains' Inventory Series. The functionality offered by Myridas software adds real depth to inventory control.

## FEATURES:

- Fast item maintenance and mass costing
- Serial numbered products
- Split-pack management
- Full traceability
- Unlimited product notes
- Customer product codes
- Comprehensive unit of measure schedules
- Kits
- Multiple costing methods
- Fast / slow moving lines
- Bill of materials
- Item life cycle
- Non-stock and service only products
- User defined inventory screens / fields
- Lot control with user defined dates
- Catchweights with dual inventory tracking
- Multiple categories of stock
- Weight and volume
- Warehouse management
- Transport systems
- Manufacturing

### Links to Other Modules / Technologies

## e-Commerce

Until recently e-commerce was synonymous with the taking of orders via the Internet and little else. Today's e-commerce has the potential to permeate every aspect of the business, driving up revenue and pulling down costs. In a fast turn-round distribution business where the only useful information is up-to-date information and in a setting with typically high volumes of data, the ability to transact and share information over the Internet can be critical to continued business success.

- Integrated supply chain allows online checking of supplier stock availability followed by electronic order placement
- Improve accessibility to important information for customers within a secure environment eg online price lists, statements, order status information, sales data
- Online transactions eg allow customers to place orders and make payments, request collections
- Keep the sales team up-to-date by enabling total mobile access to the system
- Cut costs by replacing expensive mailings with e-communication to customers eg statements, promotional offers, copy invoices
- Reduce administrative costs – allow posting of expenses, employee timesheets and internal purchase requisitions via a browser
- Business alerts that automatically brief the people who need to know about critical events in the system by e-mail or even direct to a mobile phone



## Management Information

Practically all computer systems store a wealth of transactional data in the underlying database, but historically it has never been easy to turn this data in to meaningful information. The use of specialist software tools has become increasingly commonplace, but such systems can be expensive to buy and implement. In contrast, Microsoft Great Plains' software provides a range of easy-to-use Business Intelligence solutions that exploit the inherent strengths of the SQL database, providing an inexpensive way to turn business data into business knowledge.

- Extensive report library written using the standard Microsoft Great Plains Report Writer. This tool allows users to amend and re-design all standard reports as well as write new ones
- SQL database enables easy access to data using a whole range of industry standard products such as Crystal Reports
- Explorer tool allows users to generate sophisticated on screen enquiries and store them in personal dictionaries for ongoing use. Export to MS Office tools such as Word and Excel at a single touch of a button
- Powerful OLAP (data cube) based interrogation – not just of sales but potentially every aspect of the business from cashflow to vendor performance. Ready built data cubes allow the user to interrogate the data intuitively to investigate trends and exceptions
- Flexible Management Reporting. Use the world-leading FRX reporting tools to build management report packs that feature web-based viewer and drill-down for the management team, multi-company consolidation and instant drill-through to originating transactions in Microsoft Great Plains, as well as comprehensive budgeting and forecasting tools

# Adaptable Technology

The flexibility of design offered within Microsoft Great Plains software provides extensive facilities for users to configure and develop their systems to meet the exact needs of the business, without affecting the core software and its ability to be easily upgraded.

## Modifier

- Change window layouts
- Add, remove or simply re-arrange fields
- Change the look and feel via fonts, sizes and colours
- Change simple business rules eg make fields secure, mandatory etc
- Re-label fields to conform with business terminology
- Crystal Report writer
- Amend any of the existing reports – add, remove or re-arrange data
- Write on-screen enquiries with filters, sorts, etc
- One click transfer of data to MS Front Office
- Integration assistant for Excel – update Microsoft Great Plains direct from spreadsheet
- One click integration with Microsoft Great Plains Explorer

## Business Alerts

- Build early warning systems
- Trap exceptions based on company business rules
- Output by report, e-mail, or to mobile phone

## VBA

- Industry standard VBA, as found in MS Office
- Add a whole new layer of business logic without touching core product

## Data Builder

- Attach new fields to existing master records or transactions right down to line level
- Add new fields to the database quickly and easily
- Specify data type, validation, look up

## Report Writer

- Write new reports with the option to base on existing reports
- Full design to unlimited fonts, pictures and graphics

## Explorer

- Web-enabled solutions for access on the road or at a customer site
- Intuitive tool for end-users

## Front Office Integration

- Wide variety of tools to facilitate easy exchange of data with Front Office tools
- Macro writer

# Future Technology

Built for future-facing organisations, Microsoft Great Plains software architecture is designed to consistently deliver the latest and best advances in technology, to ensure that the business benefits of technology change are available to its users, as and when they are required. As 'Interconnectivity' – real-time access to information any time, any place, on any device – becomes increasingly important to business users, distributors will be confident in the knowledge that Microsoft Great Plains and its business partners are committed to remaining at the forefront of technology.



TRINITY

## Trinity Computer Services Ltd

Trinity House, Bredbury Park Way,  
Stockport, SK6 2SN, UK  
Tel +44 (0)161 406 2300  
Fax +44 (0) 161 406 2301

[info@trinitycomputers.co.uk](mailto:info@trinitycomputers.co.uk)  
[www.trinitycomputers.co.uk](http://www.trinitycomputers.co.uk)

### Help Desk

Tel +44 (0)161 406 2331  
[helpdesk@trinitycomputers.co.uk](mailto:helpdesk@trinitycomputers.co.uk)