



# High Tech INDUSTRIES

## Distributor Management

Distributors play a vital role in the global supply chains of High Tech companies. Their sales forces drive a large percentage of revenue for many high tech companies in addition to serving as an inventory buffer between manufacturers and end customers. The relationship between a high tech manufacturer and its distributors poses challenges around sales forecasting, opportunity tracking, distributor pricing agreements (DPAs), point of sale (POS) data reconciliation, revenue recognition, distributor credits and allowances, distributor inventory management and inventory valuation. These challenges are further complicated by the high fragmentation of the distributor market, limited IT infrastructure and lack of common integration standards.

### Benefits:

- Increase visibility and control of the supply chain
- Boost forecast accuracy and timeliness
- Reduce time spent reconciling POS data
- Maximize revenue through global pricing controls and channel incentives
- Improve sales and distributor relationships
- Positive return on investment (ROI)

### Connect with Your Extended Sales Force

Distributor Management empowers Distributor Sales Reps to log opportunities, post their sales forecasts, generate sales quotations, request DPAs, post POS data, and view their on hand inventory levels and costs, all via an easy to use SharePoint portal.

### Improve Forecast Accuracy and Timeliness

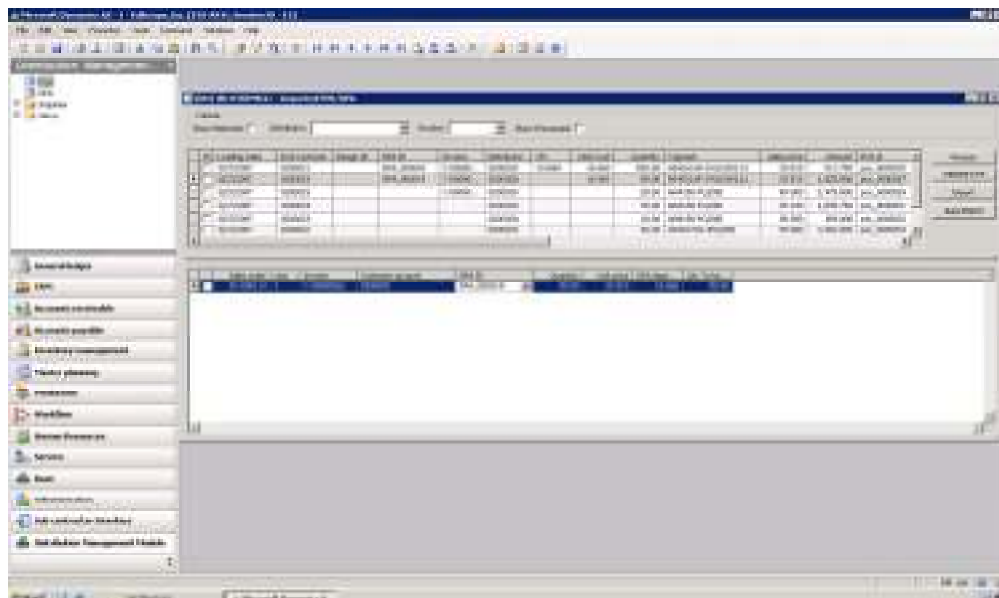
Microsoft Dynamics AX for High Tech Industries Distributor Management provides a user friendly distributor sales portal that allows distributors and sales reps to register opportunities and to quickly and consistently upload their sales forecasts to build a consensus view of your demand.

### Deferred Revenue Management

Microsoft Dynamics AX for High Tech Industries Distributor Management includes automated workflows for requesting Distributor Pricing Agreements (DPAs) and has the functionality you need to track the entire deferred revenue lifecycle complete with POS data reconciliation supporting multiple forms of customer deductions.

### Automated POS Data Reconciliation

Microsoft Dynamics AX High Tech Industries Supply Chain Interface (SCI) supports open standards integration with your distributors to automate the process of POS data reconciliation to update distributor inventory levels, recognize deferred revenue, track debits and process sales commissions.



## Features Overview

Distributor Management	Deferred Revenue Recognition Ship, Stock & Debit Management Distributor Pricing Agreement (DPA) Distributor Portal	Automated POS data processing Distributor & Sales Rep Commissions Credits, Deductions, Rebates & Allowances Distributor Forecast Consolidation
CRM / Design Win	Opportunity / Design Registration Tracking of Project Based Design Costs DPA with Approval Workflows End Customer Tracking	Sample Tracking & Follow Up Workflows Tiered Pricing for Quote Generation Distributor Sell-Through Management Split Commissions by Revenue or Margin
Revenue Management	Deferred Revenue Management Revenue Recognition Based on POS Data	Commissions Accruals Customer Deductions with Reason Codes
Logistics	Distributor Inventory Tracking Consignment Inventory Distributor Returns Processing	Inventory Visibility by Lots and Date Codes Distributor Inventory Cost Tracking
Forecasting	Distributor Sales Forecasting Web Portal Forecast Upload Forecast History Reports	Multi-level Forecast Consolidation Forecast to actual comparison reports
Subcontractor Integration	Data Translation & Mapping Powerful Cross-Reference Receive Sales Forecasts from Distributors Data Validation and Cleansing Algorithms	Native X++ Module XML, CSV, XLS, RosettaNet & Flat Files Auto-Load POS Data from Distributors

## Achieve a Positive ROI

Because High Tech Industries for Dynamics AX is built on proven Microsoft products and technologies, your business can take advantage of existing IT investments such as Microsoft Office System applications and the Microsoft Windows Server System. Your company can also realize quick payback on your investment by incorporating industry aligned best practices into your implementation strategy. According to a research study by Nucleus Research, Inc. conducted in 2004, 75 percent of participating Dynamics AX customers achieved a positive ROI within an average of only 23 months.\*

\*Nucleus research, Inc. The Real ROI from Axapta. Research Note E116, October 2004.

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