

Product and business definitions

Product information contains:

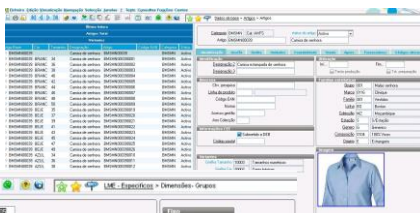
- > Size and color matrix with different size tables and color tables (eventually those used by suppliers)
- > Size tables equivalences (for instances between S/M/L and 36/38/40 tables)
- > Supplier data
- > Different internal and external codes, including one or more barcodes per item, supplier codes, etc.
- > Specific article data (family, sub-family, supplier, brand, line, usage, thematic color, packaging units and method – box or hanged, composition, washing instructions, collection, permanent item, etc.), VAT rates
- > Combined products, with special rules (sell only together or isolated, supply only ensemble available, etc.)
- > Consigned or purchased article, and priority on sell
- > Distribution rules (by article or collection)
- > Guarantee management.



Retail business organization must be seen in their specific form - one-brand store, multi-brand stores, free shop stores, outlets, corners, franchising, etc. – very often existing different realities on the same organization.

- > Pricing management by country, store reality, store, etc.
- > Inter-branch transfers and invoicing
- > Different campaigns and sales strategy
- > Different distribution criteria.

Stores must be organized by insignia/brand, country and region and must have information about supervisor, manager, timetable, type of store (shopping mall, street, department store corner, etc.), area, etc.



Pricing and campaign management

Pricing and campaign management is a tool that provides:

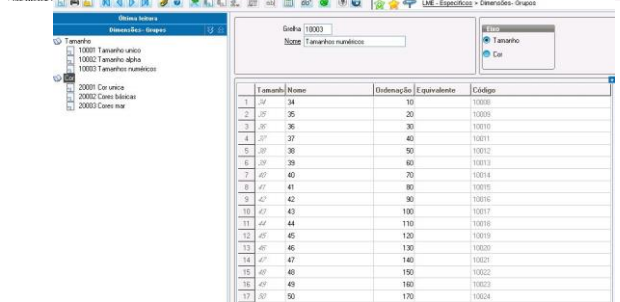
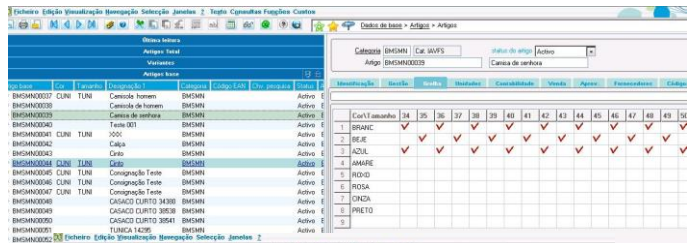
- > Psychological prices
- > Different consumer prices according to country, franchising contract, store group, etc.
- > Prices update per store
- > Promotions and campaign management per product family, store group, marketing strategy
 - Time: during a certain period of time (including happy hour facility)
 - Discounts: % or fixed value
 - Quantity: according to quantities sold or ordered
 - Cross selling: applies to a certain group of articles
 - Value: applies to value ranges or number of products per ticket
 - Bonus and vouchers: loyalty and affiliate programs
 - Bundles.

Purchase management

Purchase processes follow a down to top orders sequence, from store demand to economical manufacturing quantities. A confirmation closes the first purchase process (during season planning, several months in advance).

Quality control can be added according to purchase definition.

Label printing methodologies can be a second verification process.



20 years of retail solutions implementations, transforms challenges in business opportunities

Sage ERP X3

Inventory management

Different kind of sites is managed: warehouses, own stores, franchising stores, corners and stores accepting consignment processes.

Stock is managed during its life cycle: ordered, available, in transit and allocated to a distribution process.

All transaction details are available and different valorization processes are supported.

Inventory data control can be done also using portable terminals.



Logistics

Logistics modules support two very important processes: the first season distribution and the replenishment during the season. A distribution suggestion is done:

- > On the first season distribution, according to marketing strategies, sales historical data, fashion trends, etc. and orders from franchised or customer stores
- > During the season, replenishment processes can follow different methodologies (based on sales, rotation, minimum quantities by article and size).

Product movement can be from suppliers directly to stores, from warehouses to stores, inter-stores, both owned and franchised. Automated processes transform product reception in a light process. The use of portable terminals is a plus in the solution.

Distribution criteria are based on:

- > Group of stores with the same distribution criteria
- > Products are distributed only for a certain number of stores
- > A minimum number of sizes are logical to be together for each product.

Sales management

Sales management provides a total control over:

- > Sales made on own stores, franchised stores, corners, back office
- > Invoice generation from back office orders, inter branch transfers, consignment.

Accounting

Based on a full set of accounting functionalities, some focused usage will help retailers:

- > Stores cash control, according to different kind of payments, including bank cards
- > Parameterized cost accounting according to store, supplier, brand, etc. profitability analysis
- > General ledger and VAT control
- > Balance sheets and a rich set of management report information

A powerful workflow embedded all over X3 allow a customised definition of workflow processes (purchase approval, payments decisions, holidays approval, etc.) .

CRM

Based on a standard module, a wide range of functionalities can be used:

- > Retail Manager Loyalty and custom management centralized tool
- > Claims and suggestions management.

HRM

Sage X3 HRM is a powerful tool that focuses on management and HR empowerment:

- > Payroll and contract management
- > Skills, training , careers and compensation
- > Cash expenses and employee time management

A easy to use web portal and a embedded workflow tool allow every management level to optimize the communication with the organization and accelerate the daily processes.

