

Distribution & wholesale

You need to organise multiple warehouses, locations and dispatch areas, handle returns and ensure you have the right level of stock and the transport available to meet every customer's unique requirements.

From stock forecasting, stock optimisation and traceability to hand-held barcode scanning, package labelling and integration with on-line tracking systems, you have a seamless end-to-end solution that links every stage of the pick, pack and dispatch process.

This solution is suitable for all types of distribution companies, including those that distribute to retail, wholesale and direct to the consumer. Now you have everything you need to make smarter decisions based on your past, present and future sales demands and stock situation.



“Now we can tailor pricing structures based on our customer buying patterns, so building up mutually profitable relationships with them.”

Stephen Martin

Control Aer

Ireland's leading supplier of heating, ventilation and air conditioning products

Access customers in this sector

- The SeeWoo Group
- DBD Distribution Ltd
- Hall's Flooring
- Control Aer
- Holt JCB

Management reporting

From boardroom basics to business intelligence, analytics, dashboards and alerts, all your key information is presented in a range of graphical formats, delivered to your schedule and available on demand - whether you're on the internet, in the office or using your iPhone.

Budget and actual comparisons are readily available, month by month, year on year, for as long as you require.

Now you can cut through your information overload, sifting through complex information and presenting high level critical data in a format that's right for you.

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Accounting for carbon emissions

Measure, manage and reduce your business carbon footprint. Working alongside carbon emission experts DEFRA and the Carbon Trust, we've created a fully integrated module that automatically creates a detailed carbon usage of your daily business activity.

With standard reporting and budgeting tools, everything from utility bills to travel is easily analysed alongside the rest of your business information. From raising environmental awareness to identifying energy and cost savings, it's the smartest way to take control of your organisation's carbon footprint without extra cost or complexity.

Rapid order processing

Orders entered by field based sales staff, remote offices and van sales teams are all brought seamlessly into the main order batch for processing. Customers who enter their own orders on web sites or using software you provide for them have their entries added automatically into the batch without any rekeying. EPOS systems and third-party applications deliver orders one at a time or in batches.

Find customers by their postcode, customer code or name, or pick from a list sorted by region or salesperson – in fact, using any information that speeds your selection. Similar flexibility enables fast entry of each line item and stock code on the order. Multi-selecting many items from a list or duplicating part of a previous order adds hundreds of detail lines within seconds. Quotes and estimates are converted into sales orders with a single command, and immediately reserve stock as they enter your workflow.

All customers are validated against their credit limit and payment history. The system checks stock availability, prices, discounts and special offers to ensure each line item is priced correctly.

Special promotional prices are controlled such that they are only offered within a range of dates. The system checks and warns if profit is put at risk.

Flexible pricing

Ten 'standard' selling prices per stock item, line discounts, total order discounts cater for most customer requirements. Price matrixes, which enable you to set a unique price and unique discount for every combination of customer and stock item, cater for the rest. Promotional prices are restricted to specific dates and can be withdrawn at will. Every price can be overridden if necessary. Payment can be required within a number of days or by a specified day of the month. Settlement discounts are available at two levels.

Colour/size product combinations

Industries that need to stock the same product in a number of combinations (e.g. such as clothing) benefit from the ability to classify items by colour and size. This information is brought together in a single screen enabling your staff to see what stock is available and which prices have been allocated to individual items before committing to the order. The system supports whichever stock coding model you've chosen to use, whether a single product code is used for each item with different sub-analysis, or lots of different product codes are used to represent the various combinations (e.g. SKUs).

Customer-specific templates

Historical orders can be duplicated in whole or in part and scheduled to repeat at weekly or monthly intervals for speed and efficiency. Flexible billing templates can be tailored to your customers' ordering patterns alongside flexible payment methods that automate your billing schedules, cash receipts and BACS collection. This ensures that each instalment is invoiced, collected and recorded.

Cross-selling & up-selling

Replacements are automatically proposed for superseded items. Alternatives are proposed for a current item that is out of stock or unavailable and you have opportunity to search by attributes such as colour, size or price if the alternatives proposed do not suit.

Stock codes can refer to a series of items which are all required to complete the sale (e.g. some products require packaging and accessories that are generic to many other stock items and only allocated at the point of sale).

You can create a list of associated products and services for any stock item and prompt your operators to cross-sell them. For example, products that benefit from accessories (such as a computer) can be associated with a selection of goods that could also be considered (such as a monitor, keyboard or cables).

Promotional templates can be configured to include lists of 'sale' or 'slow moving' items that guide your staff through the sales process.

Picking & despatch

Orders are picked to your criteria, from order date, size and value to cost-effective delivery routes and carton size. Picking lists prompt delivery notes so that invoicing follows. The progress and status of every order is tracked through flexible enquiry screens and integration with online tracking applications. All documents can be sent digitally or printed as hard copy and an electronic version automatically stored centrally for immediate reference.

Tracking & invoicing

Each consignment from every order can be tracked from entry to final delivery using flexible enquiry windows and on-demand reports. Integration with online courier services enables your customers to track this progress for themselves.

On delivery, the system automatically raises the invoice. Multiple deliveries can be combined on a single invoice which can be printed, saved to disk as a PDF and emailed directly to the customer or entered automatically into their own processing system.

Inventory & stock control

With multi-dimensional analysis, visual stock planning and full integration to CRM, the internet and ordering, you have instant visibility of your current and future, physical and free stock position.

Landed costs, bills of materials and integration to your nominal ledger provide effortless, up-to-the-minute, valuations using FIFO, standard cost and weighted average cost methods. Transactions both in and out can be stored for the lifetime of your system and allocated flexibly over multiple warehouses and bin locations.

Serial numbers can be picked individually or automatically allocated by the system. Everything you buy or sell can be identified with bar codes and is fully traceable. Stock takes and movements in or out can be assisted by handheld devices and you can track damaged and stolen goods by certain transaction types.

Returns management

Flexible and easy to use, this functionality builds tight controls into every stage of the returns process, enabling all return and credit note requests to be easily tracked. Whether the customer wishes to receive a credit note or replacement items, Dimensions provides the in-built checks to ensure that all returned goods are correctly validated prior to either being returned to stock or written off.

A single, easy-to-use screen provides snapshots of all the requests being processed. From this one central display, your staff have the tools and critical information they need to provide the best possible service at all times.

Stock forecasting

Forecast your physical stock position, week by week for as many months ahead as you wish and run “what if” scenarios for the possible timing of new sales orders, purchase orders and supplier lead times. The system forecast is based on your current stock position plus and minus known sales and purchase orders. As you play out different scenarios, the free stock is instantly re-calculated and displayed graphically, empowering confident forward planning.

Procurement & supplier management

Negotiating prime terms, retaining control over budgets and handling your sub-contractors, can all be managed and analysed with speed and accuracy. Purchase requests can be submitted online by remote staff and consolidated centrally to increase your buying power. In-built authorisation workflow ensures that all purchases are budgeted for and approved before hitting your invoice register or purchase ledger. Supplier records keep a lifetime history of what you’ve bought and when, providing full analysis by purchase category and type.

Customer relationship management (CRM)

Manage the full prospect/customer lifecycle, through effective marketing campaigns, field sales, telesales and account management. Tight integration of CRM with all your other business and financial applications enables detailed customer profiling and targeted cross-selling. Visibility of all customer-related data through a single interface combines key information to ensure all your customer-facing staff have all the information they need.

Document management

Every document, from board packs and purchase invoices to goods received notes and correspondence, can now be scanned, indexed and saved into a space-saving electronic archive.

Once in the system, you can retrieve information from your desktop, enabling better customer service. For example, when a customer calls to query a delivery, your staff can reference the proof of delivery note within seconds, increasing the likelihood of fast, over-the-phone resolution.

Workflow forms

All your business information can be captured and all your paper-based forms and documents can be duplicated in an on-screen digital form with the layout of your choice. Workflow ensures each form takes a pre-defined path as they move between your staff and managers for extra information, authorisation and sign off. Alerts are sent by email and SMS to advise if a procedure is delayed, breached or ready to action.

Financials & accounting

Powerful reporting and drill-down, comprehensive audit trails and full multi-currency; you have instant access to the information you need to make informed strategic decisions.

Customer records keep a lifetime history of what’s been bought, when, and at what price. From the financial core powering the analysis and presentation of data, to budgeting, cash flow forecasting and asset management, all your tasks are made faster, simpler and more effective.

Cash management

Cash collection and authorisation of payments is made easy while automated reconciliation makes managing large transaction volumes fast and accurate. Robust and flexible forecasting tools enable you to cope with the most demanding cash flow scenarios, pre-empting financial pitfalls and helping you to project forward balance sheets and working capital requirements.

Credit control

Fully integrated credit control empowers your staff to reduce debtor days and increase cash flow. Role-based debt allocations coupled with automated reminders ensure the right action is taken at the right time.

Payment promises are immediately visible, and debtors who breach their credit limit are tracked and analysed. While on the phone, staff can drill down to source documents such as invoices and statements and email them direct from the system for on-the-spot resolution.

System-wide benefits

Robust and scalable, fast and secure, there's no practical limit to the number of records and transactions you can process.

Multi-language and multi-currency, your system comes with ICAEW-approved audit trails that can be kept indefinitely. With drill-down, 360 degree data views and online access, there's only one place to look for analysis and information.

Who we are

Access will give you the advice, tools and clarity you need to make effective decisions, quickly and with certainty.

As both a business-focused consultancy and a specialist software developer, we combine our innovative software with practical experience to deliver a solution that's exactly right for you and your business.

You can rely on us to provide you with a solution that's simple, proven and relevant to your company. We have over fifteen years' experience of developing software here in the UK and our regional consultants have tailored and implemented this software all over the UK and Ireland.

The expertise we've gained gives us an unbeatable ability to accurately assess your needs and deliver maximum impact with ease and confidence. We've won many awards over the years and have once again been voted best 'Mid-tier Software Package' at the Accountancy Age awards and also separately by our customers.

All our software is accredited by industry bodies including the Inland Revenue, the Institute of Chartered Accountants, the Business Software Developers Association and Microsoft. We believe your solution must be ready for the future, as well as right for today. We design and own our software, so we can continually innovate to meet your changing needs as well as those of your industry. For instance, we worked with the Carbon Trust and DEFRA to create a way for your organisation to measure its carbon footprint without adding extra administration or complexity to your current processes.

Because your business will constantly evolve, we provide a software solution that grows with you. Our modular software covers a complete range of business, financial and administration processes and can be flexed to give you the precise view of your business that you need at any time.

Our supportive consultants combine their first-class software expertise with in-depth industry knowledge to constantly improve and simplify your business processes so that your solution delivers maximum value and a continual return on investment.

We are driven to deliver high impact, straightforward solutions. We believe in sustainable business and demonstrate best practice. We are committed to reducing our own carbon footprint. We want to help make your business more competitive and successful.

With Access, you can be sure you've got the clarity you need to reach your business goals.

Further information

For further information on Access solutions, please telephone us on **01206 322575**, email **info@theaccessgroup.com** or, alternatively, visit our website at **www.theaccessgroup.com**