

# Microsoft

## Product: Dynamics ERP and CRM



Product Information: <http://www.microsoft.com/dynamics/>  
Contact: Larry Negrich

One Microsoft Way | Redmond, WA 98052

U.S. | Canada  
Toll-Free (1) (888) 477-7989  
[Larryn@microsoft.com](mailto:Larryn@microsoft.com)

### Technology

OS: Microsoft Windows      Presentation: Windows  
DB: MS SQL Server          Delivery: Client/Server

### User Base

1 5 10 20 50 75 100 150 200 300 500 1000 2000 3000

### Number of Branches

1                      2-10                      11-50                      51-100                      100+

### Sales

Entry Price Point: See Resellers for pricing details.  
Sales Channel: 100% Through Resellers: >600 Resellers in the US

### Overview

Microsoft Dynamics ERP and CRM solutions offer integrated capabilities for financial management, distribution, manufacturing, project accounting, human resource management, business analytics and customer relationship management. By delivering deep access to decision-driving information, a rapid return on investment, and expert, dedicated customer service, Microsoft Dynamics ERP and CRM solutions helps you grow and manage your distribution business better.

### Why Microsoft Dynamics for distribution?

New distribution channels continue to grow, while existing channels are expanding with new approaches, such as global sourcing, cross-sell capabilities, third-party logistics, and RFID. Distributors are also faced with greater competition and higher customer service expectations. Distribution companies have to implement more advanced management solutions to cope with these changes.

Microsoft Dynamics provides powerful, adaptable solutions that give distributors the tools they need to manage every aspect of their business, from order entry and procurement to sophisticated inventory and shipment management. These integrated solutions can be deployed quickly and inexpensively, without complicated customization or drawn-out implementation projects.

### Streamline business operations

- Automate critical business processes, from order capture to inventory replenishment, and help reduce wasteful activities.
- Deliver real-time business intelligence and alerts on the status of the business to management and customers.
- Enable customer self-service through Web portals.

### Improve supply chain and inventory management

- Provide easy, real-time visibility into inventory, sales, purchasing, and financial information across multiple locations.
- Accurately track shipping and delivery of parts by integrating advanced functionality with enterprise resource planning (ERP).
- Maintain accurate real-time inventory data and optimize layout, picking methods, and movement.

### Improved Visibility

When business processes are automated, business data becomes usable in new ways. This helps you reduce costs, minimize inventory, negotiate

better rates, and so much more. Visibility of operations across branches, warehouses, and customer service gives you insight and a competitive edge.

Microsoft Dynamics ERP solutions facilitate strategic decision-making on all levels. And with enhanced viewing, drilldown, and inquiries for financial, manufacturing, and distribution information, employees can make firm promises today and plan more effectively for tomorrow.

### Stronger Customer Service

Today's customers are demanding more value-added services, in addition to strong customer service. Microsoft Dynamics ERP solutions improve distribution management so you can improve order fill-rates, order response time and much more, all leading to superior customer service. That means more satisfied customers, more repeat business, and positive word-of-mouth in the channel.

### The Microsoft Dynamics Advantage

Microsoft Dynamics ERP and CRM solutions have the look and feel of Microsoft® Office Outlook®, so users can work within a familiar, easy-to-use environment. List-based navigation and streamlined menus provide everyone in your organization with a clean, intuitive interface that's tailored to their roles.

### Delivered by Distribution Industry Specialists

A Microsoft Certified Partner can help you deploy a distribution industry-focused solution. This industry-focused total solution approach lets you take advantage of deep industry experience, choice of modules you need and rich new integrations with Microsoft Office let your organization take full advantage of existing software investments.

You'll enjoy low total cost of ownership building on the productivity foundation that Microsoft Office offers. It's no wonder that installations of Microsoft Dynamics ERP and CRM solutions are growing. Thousands of businesses already know how great technology can help build success.

Microsoft Resellers listed in the Distribution Software Guide include:

- Accellos
- BMA Software
- MBS Dev

To learn more about how Microsoft Dynamics ERP and CRM solutions can help you to achieve your goals in the distribution industry, call **Microsoft Dynamics at (888) 477-7989**.