



# JunctionDS™ for Distribution

**End-to-end solution, built in Microsoft Dynamics® AX, specifically for Nondurable Goods, Durable Goods, and CPG Distributors to streamline operations, improve customer experience and control cost.**

## Additional Functionality for Complex Business Needs

JunctionDS features additional functionality designed to address business needs and to meet market demands or comply with industry or government regulations. Additional functionality includes:

- Wireless Warehouse Operations
- Efficient Order Management
- Multi-site Capabilities
- Direct Store Delivery including DC Replenishment
- Dispatch Workbench
- Inbound/Outbound Dock Door Scheduling
- Load/Route Optimization
- Supplier Relationship Management
- Vendor and Customer Web Portals
- Mobile Device Enabled
- Trade Promotions Management

## The Challenge:

Distribution companies are constantly challenged with delivering products faster and at a competitive price. Today's distributors face significant demands to cut costs while managing complex business processes and to manage growing competitive pressures and shrinking margins, while enabling greater customer satisfaction.

Today's distributor must work to manage external factors including ever-changing consumer demands, increasingly complex products and enabling control and automation of transaction communication with third-parties, such as storage facilities. They must also contend with business challenges internally to streamline operations and reduce costs, including efficiently processing high volume customer orders, eliminating manual processes to pick/pack/ship, effectively tracking promotions, and implementing cost effective ways to deliver products directly to store shelves – all of which impact the distributor's ability to remain profitable and sustainable.

Distribution companies require a solution that will provide them with the flexibility to manage change within and outside their organization, as well as gain complete visibility to enable improved cost control, streamlined processes, and greater customer satisfaction. JunctionDS powers the distributor's streamlined supply chain.

## The Solution: JunctionDS – A Complete Solution to Value Chain Management

JunctionDS is an end-to-end solution that is developed and maintained completely by Junction Solutions and built in Microsoft Dynamics AX. JunctionDS is a fully integrated, open architecture product suite that enables complete control over the entire Distribution Value Chain.

JunctionDS delivers access to real-time information by providing 360-degrees of visibility across the entire enterprise, from both an operational and financial perspective, with tools to manage the flow of goods and all key business activities from receipt through to shipping. Distributors are able to better meet changing customer demands with increased agility and speed.

JunctionDS enables the distributor to improve and grow retailer relationships with automatic track and trace capabilities, and customer-specific requests with order management, accounting, warehousing, and procurement applications. These solutions can help lower the cost of operations by enabling distributors to lower inventory, while significantly improving customer satisfaction.



## Everything Your Business Needs to Thrive Powerful End-to-End Solution

JunctionDS completely integrates your entire value chain. Delivered in an open architecture, JunctionDS is powerful enough to support a few or a few thousand concurrent users. It is flexible enough to be configured to meet your needs today and can easily be modified to add new processes, build out your infrastructure and expand distribution channels. One of the greatest benefits is that the entire solution is developed and maintained by Junction Solutions, and that it is native in Microsoft Dynamics AX. This means there are no third party solutions to integrate and you can take advantage of a simplified upgrade path. Additionally, Junction Solutions can offer flexible delivery options, including both on-premise and on-demand, accommodating a variety of technology implementation strategies. The result is a comprehensive solution, designed for the nondurable and durable goods and CPG distribution industries, built into the powerful Microsoft Dynamics AX platform, all with a total cost-of-ownership that ranks among the industry's lowest.

### Critical Flexibility, Automation and Cost Control

JunctionDS integrates processes across departments and streamlines cross-enterprise operations from customer to warehouse to general ledger to supplier. Distributors now have more flexibility to meet changing customer demands, and deepen relationships with vendors and suppliers with access to real time data.

JunctionDS also gives you the tools and market insight necessary to effectively manage key activities. Easy-to-use features allow you to streamline sales order processing and calculate promotions, rebates, pricing and accounting at key points in your supply chain. JunctionDS also optimizes pick/pack/ship with features such as wireless warehousing capabilities, multi-dimensional inventory views, complete touch-screen shop-floor reporting and directed activities such as putaway and paperless pick instructions. Sophisticated delivery route planning and optimization supports ad-hoc delivery, re-routing and pick-ups. Additionally, advanced dock door scheduling simplifies the entire dock management process including appointment requests, calculating optimal appointment time, dock and door variables and schedules appointments to capitalize on efficiencies. Distributors can eliminate manual processes to track inventory and control order management that can be time consuming and do not provide the organization with the immediate visibility it needs. JunctionDS helps companies move from manual spreadsheets or semi-integrated systems to an environment of automated processes. This reduces the time to capture and track financial and operational data, and improves data accuracy.

### Complete Enterprise Visibility

A typical challenge for distributors is that spreadsheets in the warehouse don't "talk" to the spreadsheets in accounting. However, the need for real time data visibility, versus periodic updates is critical to fully understanding business costs and efficiently managing inventory. JunctionDS enables the

entire enterprise to gain visibility into accurate operational data. JunctionDS is also fully integrated with the general ledger, so information from the warehouse to the customer site is immediately visible to those managing your accounts receivable.

Streamlined order entry allows for fast and accurate sales order processing, improving customer experience. Sophisticated warehouse management features give you visibility into stock levels at multiple locations, allow you to optimize inventory for directed-picking, and reduce carrying costs. Support for direct-store delivery helps you keep shelves stocked and revenues on track for growth. The Dispatch Console provides visibility for all parties including sales, production, warehousing and yard management and enables the dispatcher to control both the dock doors and direct pickers via the paperless Junction Solutions' Wireless Warehouse module. With enhanced visibility throughout the distribution supply chain, you'll be able to eliminate costly production errors and increase perfect order rates.

### JunctionDS for Distribution

#### Built on the leading Microsoft Dynamics AX platform Improved Operations, Reduced Costs

Microsoft Dynamics AX allows distributors to streamline business systems to speed order picking by 2X to 6X with powerful and integrated Automatic Data Collection (ADC) solutions. It also allows distributors to significantly increase volume without increasing the size of the building or staff and allows access to real-time reports on critical business status. Users may create accurate demand-forecasting models that lower inventory and improve customer service. Additionally, lower inventory costs are realized by managing the size and age of the inventory with varying shelf lives and delivering demand signals to purchasing directly from sales and retailers.

#### Develop Profitable Customer Relationships

Microsoft Dynamics AX increases the flexibility of systems to efficiently deliver on customer demands such as specific packaging, marking and shipping requirements. It also allows for implementation of customer-specific technology and reporting requests. Users are able to quickly customize business reports required to make decisions for improved business performance. Microsoft Dynamics AX also improves customer support by effectively tracking and monitoring customer needs and requests.

#### Connected Systems, Automate Manual Processes

Microsoft Dynamics AX helps distributors connect their internal systems throughout the enterprise, providing a standardized view of supplier and customer information. By automating manual, disconnected processes, distributors can improve the efficiency of production processes, increase transaction speed and achieve operational performance visibility.

## Nondurable Goods and Food and Beverage Distribution

Nondurable goods distributors compete in a worldwide marketplace with tight profit margins and with increasing government and regulatory pressures, particularly as it relates to issues around product safety and shelf-life requirements. In addition, fluctuating consumer demand directly impacts product manufacturing, which in turn limits demand for wholesale distribution services, making it even more critical for nondurable goods distributors to maximize operational efficiencies to maintain bottom line profitability.

JunctionDS fits the needs of nondurable goods distributors by providing critical, industry-specific functionality to attain 360-degree visibility of the distribution supply chain while helping distributors automate processes. JunctionDS automates the entire product lifecycle for nondurable goods distributors, including shelf life management, quality control, efficient sales order processing, trade promotions management, inventory management, distribution operations, and quality and regulatory compliance. JunctionDS enables the fast and efficient processing of receivables and payables due to rapid inventory turnover. In addition, Junction DS automates and increases the efficiency of processing needs to maximize the remaining shelf life of products with short lifecycles.

## Durable Goods Distribution

Durable goods distributors are on the forefront of managing customer-specific requirements including packaging, labeling, and delivery requirements that can be difficult to manage and implement efficiently. Durable goods distributors must also be able to provide fast answers to questions from customers about delivery, price and availability. Additionally, today's customers demand a greater ability to place and monitor orders on the Web and in some cases, Vendor Managed Inventory (VMI) is forcing new business processes to be implemented on legacy systems.

JunctionDS helps durable goods distributors gain end-to-end visibility of the entire value chain to help track products, lower inventory levels, and deliver on customer-specific requirements, while streamlining internal operations and lowering costs. JunctionDS enables durable goods distributors to become more agile and flexible by performing value-added services to customers such as kitting and repacks. Additionally, JunctionDS streamlines critical answers to customers with Web-based systems and improves customer support by automatically tracking customer requests.



## CPG Distribution

CPG distributors face significant challenges selling to the dynamically changing retail industry. In today's market, intense price changes at the retail level place downward pressure on distributors and can lead to lower margins. CPG distributors are also faced with responding to new distribution methods such as online stores and Internet-based direct marketing, increasing the complexity of efficiently managing various distribution channels.

JunctionDS provides an end-to-end solution for CPG distributors that helps better manage critical distribution activities while providing the visibility to respond to an ever-changing retail marketplace. Integrating systems onto a single platform supports improved internal efficiencies and business growth. JunctionDS provides a solution that enables faster response times to delivering on ever-changing customer demands and tight integration between technology and business processes across enterprise-wide operations. Distributors are enabled with the ability to streamline key activities such as inventory turns, order management, production cycles and charge backs.

## JunctionDS At a Glance

### Order Management/Customer Service

Sophisticated high volume order entry includes:

- Streamlined order entry screens
- Fast quotation entry
- Order templates/repeats
- Advanced customer keyword searching
- Customer duplicate merge / unmerge
- Advanced item keyword searching
- Supplementary items, up-sells, cross-sells
- Auto Unit of Measure Conversion
- Advanced Commissions
- Contracts / Blanket Orders
- Kitting (standard, variable)
- Hold Order processing
- Streamlined Drop Ship Processing
- Strong Backorder Processing
- High Volume Returns Processing

### Inventory Management

- Plan supply chain across multiple distribution centers
- Plan inventory replenishment based on a combination min/max, period of supply, forecasted demand, safety stock and user defined time fences
- Manage procurement from multiple vendors including import capability and container tracking

### Advanced Warehouse Management

- Fully native wireless warehouse
- Date sensitive inventory
- Support for FIFO (first in, first out) and FEFO (first expired first out) picking logic
- Enhanced unit conversion support
- Store inventory at a warehouse, location, pallet, lot, and serial number level
- Optimize space by categorizing warehouse zones and areas
- Directed picking and inventory put-away
- Location tracking at the aisle, rack, shelf, and bin level
- Full support for touch screen, barcode and wireless devices
- Full support for RFID, barcode transactions and wireless devices enabling wireless transaction support
- Dispatch Workbench
- Full support for inbound/outbound dock door scheduling
- Full support for shop floor scheduling
- Vendor Managed Inventory (VMI)

### Direct Store Delivery

- Improve customer service with real-time information about inventory levels, avoiding stock-outs and expired product
- Streamline order management with standing order and order-entry template functionality. Provides flexibility for order entry at your customer service center or on-site at the customer location – synching information immediately and automatically with Microsoft Dynamics AX
- Real time visibility to utilize inventory most efficiently – including ad-hoc delivery, re-routing and pick-ups to avoid separate routes for return orders
- Load management fully integrated with wireless warehouse
- Optimized route and truck management
- Mobile enabled and device agnostic allowing manufacturers to use a mix of devices best suited to meet individual route requirement needs

### Transportation Management

- Load optimization
- Route optimization

### Supplier Relationship Management

- Contract management allows definition of rules for purchasing and paying for products
- Delivery planning and authorization provides a workbench to aid in the planning and management of deliveries
- Receipt and quality process defines control and validates the receipt of product based on contract and quality rule

### Financial Management

- Full set of financial modules including GL, AP, AR, Project Accounting, and Fixed Assets
- Supports multi-currency, multi-company, and multi-language (32 languages) requirements
- Sophisticated, multi-dimensional financial reporting
- Flexible sales commission structure
- Support for broker commissions
- Full landed cost support

### Supply Chain Management

- Integrated forecasting and demand management
- Sophisticated trade agreement and supplier selection capability
- Definition of inventory specifications

### Trade Promotions Management

- Support analysis of trade promotion data so that this analysis can be utilized to better plan future promotions
- Manage control and optimize trade fund spending through budgeting
- Facilitate trade promotion planning and executing with detailed trade promotions directly linked to pricing
- Support trade money accounting and settling with direct integration with financials to ensure proper payment to customer
- Fully support deduction resolution for deductions taken for trade promotion purposes
- Analyze promotion effectiveness including planned vs. actual comparisons, ROI measurements and contribution margins
- Support for advanced credit and capabilities

### Collaborative e-Commerce

- Support for all standard EDI transactions
- UCCNet synchronization
- Easy to create vendor and customer web portals allows external partner integration

### Quality Management

- HACCP (Hazard Analysis and Critical Control Point) support
- Flexible management of date sensitive inventory
- Hazardous ingredient tracking and reporting
- Tight integration between quality and inventory modules supports automatic QA holds if specifications not met

### Technology

- Touch screen and mobile wireless deployment options
- Built from the ground up to be customized by customers – very easy to upgrade
- Fully-scalable, three-tier architecture supports thousands of concurrent users
- Uses an advanced Microsoft object-oriented integrated development environment
- Runs on both Microsoft SQL Server and Oracle databases



**Junction Solutions**  
Where Platform Meets Inspiration

### About Junction Solutions

Junction Solutions provides vertical-specific software applications and services that help organizations enhance operational performance, reduce costs, expand delivery channels and strengthen relationships. Built on Microsoft Dynamics® AX and designed specifically for Food & Beverage, Retail and Distribution companies, Junction Solutions' innovative offerings focus on enterprise resource planning, (ERP), supply chain management (SCM – demand, order, warehouse, yard and distribution management), human capital management, merchandising and promotions, order entry management, inventory management, point-of-sale management, and eCommerce/Web Store. For more information, please visit [www.junctionsolutions.com](http://www.junctionsolutions.com).

### Inspirational software and services for Food & Beverage, Retail and Distribution companies

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