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IT SOLUTIONS FROM
KONICA MINOLTA

Solutions for Retail companies

RETAIL COMPANIES

> Functionally comprehensive solution that enables you to effectively manage your organization. The base of the system consists in the Microsoft Dynamics NAV, which is a guarantee of stability and continuous development. We adapt the implementation to the size and business purpose of the company.

> It will help you effectively manage the area of financial management and trade flows, optimize inventory, packaging accounts of customers and suppliers, comprehensive management of batches and expiration, pricing in relation to the customer. Furthermore, the group discounts or campaigns, EDI, listing, transport, accurate information about the structure of products, information on the status of raw materials before production, increasing work efficiency of employees, reducing the cost of operations of the company and others.

Other technical features of the system:

- Integrated development environment C/SIDE, which enables efficient adding more functions and custom modules not just by the supplier, but also by your selected users. You can simply create reports, document templates or add new field data.
- The system is modular, you can purchase just the solution you need, or use the gradual implementation and system development.
- The ability to integrate with other solutions such as MIS, or e-business or systems to manage sales representatives in the field, respectively management of retail stores.
- The unique interconnectedness of all modules (each data is entered into the system only once and from the only place you get an overview of how the entry was made in all modules).
- Preparedness for billing in Euro in accordance with the rules within the European Union and the promotion of parallel registration in most currencies or more languages.
- The system gives you control users have experienced from Windows and Office applications. It is fully compatible with Microsoft Office applications. Of course, it can be exported to MS Excel or MS Word. Thanks to the connection with MS Outlook you will not miss any important meetings and you will have an overview of the communication with a partner.
- Extensive and perfectly secure database, which will ensure the data protection.
- You pay for the number of concurrent users, not the number of installations.
- You will get a solution to meet your needs and requirements.
- We protect your investment by continuous development of new solutions and implementation of new technologies and standards.

How the system works in selected areas

Financial Management, payroll and human resources

Today's fast-paced business operations require the need for effective management of finances administration, which is essential for a successful business. The application allows the company to keep accounts according to current legislation. On a basis of the chart of accounts you are offered a definition of your own analyzes or statistics by dimensions, budgeting and monitoring. Automatic cost allocation according to your defined keys – a product, vendor, sales campaign, territory, centre, etc. Other possibilities of course include the banking contact and treasury.

Assets Module

• It provides the complete records of assets, insurance policies, classification and reclassification of assets, the calculation of depreciation, etc.

Payroll and Human Resources Module

• It records employees with the definition of payroll and personnel parameters.

Purchase

Better organization allows you to quickly respond to the demands of production and customers. With module Plan your purchase according to sales figures or set minimum or maximum values at the level of warehouse items. It brings you the optimization of inventory, reduce the receipt of goods with a short shelf life, you will have accurate information about purchasing contracts and their performance, there is the tracking automation of turnover bonuses on the purchase and sale sides.

Warehouse

The Warehouse application consists of an overview of all your stocks. You will never issue the goods after expiration, you will always have an overview of packaging and wastes, your will propose the correct batch for the customer based on automatic matching. And where the batches do not have to or cannot be selected on the user basis, the application still allows to use batches without increasing the demand of the user service. You will speed up the execution of orders, improve customer service and reduce the cost of warehouse processes. This application is completed with the Controlled stock, which allows for the optimization of warehouse space.

Production

Production Application together with other Warehouse application improves the efficiency of your business at all levels. From individual workshops, warehouses through the entire company it accelerates the implementation of orders, provides accurate of the production planning by days and shifts, accurate information about the structure of the products, on the status of raw materials before the start of the production allowing the feedback of control of standards accuracy and early detection of errors. Also the simplification of the operation for users is a great benefit.

Sales

Good sales practices consist in the right decisions at the right time. The Sales application brings the extension of the options of the specification of sales prices and discounts, setting the correct condition of sales and purchase planning, minimizing incorrect deliveries, the possibility of bulk billing for billing locations, correct supplies to customers and the simplification of the operation, monitoring of the tracking of customer account packaging, the possibility of using factoring with selected customers or automation of the receipt and automatic sending of defined documents (orders, delivery notes, etc.).

CRM

Do you know which clients need your immediate attention and which can wait?
CRM will allow this. In this way you will obtain the accurate information on the territory, the size or turnover of the customer, you can contact profiling contact persons, to perform marketing researches, to evaluate company customer satisfaction index, etc. The basis of your competitiveness will be the awareness of business representatives,

who, thanks to CRM will have an online overview of the store, customer balances, purchase orders and invoices directly in the field. They will be able to collect purchase orders directly at the customer and perform marketing surveys. Trade information will be the intellectual property of the company rather than the vendor.

Transportation

The module is designed to solve transportation problems, such as registration of requirements for the transportation, allocation of distribution resources, optimization of the routes, reporting consumed costs. Each purchase order of your customer will be processed.

Management of retail chains

You must have an efficient and flexible information system in order to be able to satisfy purchase order of your customers on the permanent basis. The management of retailer chains application will allow you to automate the exchange of information between headquarters and business, it will minimize errors caused by manual entering the information, you will have daily information on revenues.

You will be convinced by our RESULTS