

# Features in TRIMIT Fashion

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**This document provides an overview of the most important features available in TRIMIT Fashion.**

## TABLE OF CONTENTS

Purpose of TRIMIT Fashion .....	2
Product Data Management (PDM) .....	2
Sales .....	4
Sales via web .....	6
Allocation and Picking .....	6
Purchase .....	7
Purchase via web .....	7
Production .....	8
Claims .....	8
Financial .....	9
Upgrades and Tailoring .....	9

## PURPOSE OF TRIMIT FASHION

The purpose of TRIMIT Fashion is to supply the Fashion Industry with one solution that covers the needs within the Fashion Industry. The method is to extend Microsoft Dynamics NAV with the Fashion needs.

Microsoft Dynamics NAV is an ERP system that covers the general needs of any company and is one of the most reliable ERP software products on the market. Microsoft has a long-term development strategy with Dynamics NAV that ensures a solution that will never get outdated. Using Microsoft Dynamics NAV as the foundation for TRIMIT Fashion ensures the platform and provides the basic functionality like General Ledger, Purchase, Sales, Inventory, Production, etc.

TRIMIT Fashion is a completely integrated solution to Microsoft Dynamics NAV. You will experience Microsoft Dynamics NAV with TRIMIT Fashion as one solution.

In this document, you will get an overview of the features that are most important for a fashion company. TRIMIT Fashion includes numerous features beyond the ones described here.

## PRODUCT DATA MANAGEMENT (PDM)

The Product Data Management (PDM) area is the key to create new styles. It handles styles with unlimited number of variants, size and color tables and even assortments. Below is an extract of the PDM features in TRIMIT Fashion.

### PDM ROLE CENTER

The PDM Role Center is the starting page for the PDM. This is where you will get an overview of styles in progress and can go directly into the area of importance.

### VARIANTS

To each style you can attach an unlimited number of variants (color, size, logo, etc.) defined by you. To each variant you can attach an unlimited number of options (red, green, blue, etc.) defined by you. This makes it possible to build both simple styles with two variants (color/size) and more advanced styles with three, four or more variants.

### MATRIX

To ease the overview of available options your variants displays in a matrix. You will see the matrix cross TRIMIT Fashion i.e. in PDM, Sales, Inventory, Production and Purchase.

### MEASUREMENT CHART

In the measurement chart, you can define all the measurements for your new style. Per size, you can then enter each measurement. You can also use grading i.e. enter the measurements for size Medium and then just grade the larger and smaller sizes from Medium. You can reuse the grading when you create new styles as copies. The measurement chart will give you full overview of all measurements for all sizes within the style. You can save the complete set of measurements in different versions, allowing you to compare and to have a final version for ordering. Furthermore, it enables you to keep track of the measurements of different samples.

## WASH & CARE AND OTHER INFO

In the additional info area, you can create information, like wash and care labels that you want to attach to the style. The information can even have a picture attached.

## CALCULATION

The calculation feature allows you to calculate cost and prices for your new style. It works like Excel allowing you to do simulations of different price/cost scenarios. The expected cost can include purchase cost, freight costs, customs costs or other expenses tied to the style. You can calculate the retail sales price, mark up for your vendors and your own revenue for the style.

## WORKFLOW

The workflow management enables you to keep track of all activities in the lifecycle of a style. With the workflow, you have the total overview of where you are in the process. You can manage this critical path for the whole collection with different statuses for items. The workflow management also provides a plan board.

## BILL OF MATERIAL

The bill of material is where you go into details with how the style is made and what materials it consists of. You also use the bill of material for the cost calculation.

## NEW STYLE WIZARD

With the new style wizard, you can create a complete new style in a few minutes. The wizard allows you to copy from other styles. Using the copy function will reduce the creation of a new style to the selection of colors/sizes and pricing. This also ensures that you get all the correct GL and Posting data created on the new style.

## ASSORTMENTS

Assortments are packages of different items. You can define either unicolor/multi-size or multicolor/multi-size assortments on each style and use them in sales orders.

## COLLECTION MANAGEMENT

### Collections

The functionality of collections enables customers to connect styles to a collection and/or delivery periods. In sales-/purchase orders it is possible to select a collection, so only styles connected to that collection can be chosen on the lines. It is even possible to have sales prices related to a collection so that after-sales of a previous collection will be cheaper than pre-sales of the current collection. You can attach a workflow for the collection and a template workflow for the style of a collection. You can also enter the collection on the order type, so entering an order type also copies the collection to the order.

### Private Label

A collection can be set up as a private label collection, this way the collection is only available in sales orders for the private label customers or countries. You can even set up styles, as private label for a customer or country, when doing this the styles are only available for the private label customers or countries.

## Matrix Limitation

If styles have many colors/sizes, it can be very helpful to be able to filter on specific colors/sizes before entering quantities in a matrix for a sales-/purchase order. Using the matrix limitation, you minimize the rows and columns in the matrix. It is also possible to predefine matrix limitations that you can use as a filter in an order type.

## GROUP MASTER

Several styles may make use of the same raw material. You can relate the color options for the style to the color options for the raw material. If you take out, a color on the raw material, it means all the styles using this raw material have to get their color options adjusted. The group master handles these adjustments of the styles in a very easy and simple way.

## SALES

The sales area is where you enter orders and need all the features that go with order entry like, customers, pricing discounts, matrix, etc. The sales area is part of Microsoft Dynamics NAV. TRIMIT Fashion, extends the sales area to handle the features for fashion. Below is an extract of the sales features in TRIMIT Fashion.

## MATRIX

For styles with variants like colors and sizes or more, it gives a good overview, to do the ordering of the style in a matrix window. The matrix window even provides pricing and inventory information.

## ORDER TYPE

You may have order entries from the pre-sales of a new collection and at the same time after-sales for previous collections. The order type is a way to help you predefine the order settings. I.e. you can set shipment dates and choose if it is a sample order, activate the availability check and many other parameters.

## STATUS CODE

With the status code, you can select the styles that are available for purchase and sales. It can even be set for a specific period in time.

## COLLECTION MANAGEMENT

As described in PDM section, the collection management feature gives you the ability to manage what styles are available to whom at what time and with what variant options within a specific period.

## PRE-SALES PERIOD

During the pre-sales period, speed in the order entry is very important. The sales order feature handles both selling per item number or in a matrix window of colors and sizes. In the same matrix window, you can also see information like available date and prices. You can even create orders where you sell assortments of the same style. These features enable you to create orders, fast and simple – even when you are at a Fashion Fair.

## ITEM REPLACEMENT

During the pre-sales period, you may choose to take styles, colors and/or sizes out of the collection; simply because there is not enough sold to produce them. The item replacement feature enables you to exchange one style with another style, exchange a color with another color, or even simply delete items on the lines of a selected number of sales orders.

## AVAILABLE QUANTITY

When creating sales order for styles on stock, the sales order feature supplies you with vital information like 'available quantity', which ensures that you give your customer true information of what he can get. The system calculates the available quantity from inventory, sales orders, purchase orders and production orders, taking in consideration all possible transactions for the specific item or components. If there are not enough available items on current stock, the system informs the user of the next availability, (for instance goods coming in from a purchase order next week).

## BLANKET ORDERS

The blanket order feature enables you to manage framework agreements with your customers. You simply create the framework agreement as a blanket order. Sales orders within the framework will then deduct from the blanket order giving you an overview of the framework agreement status.

## PRICES AND DISCOUNTS

The pricing feature allows you to create anything from overall pricing to customer specific pricing per color/size or even collection, from general price to price in a period or campaign. Prices can even be cross companies within the same group. You can copy one pricelist to another or set a pricelist to be depending on a base pricelist. You can handle discounts in similar ways and can even combine discounts.

## CONSIGNMENTS

With an initial push, you are able to transfer items for sale to customer shops. Based on customer information you can invoice the sold items. Another new feature called 'SKU management' supports the consignment functionality for setting up parameters for automatic replenishment of the items. You can use this feature for maintaining all item attributes on location (customer's shop) level.

## CONTAINER MANAGEMENT

For managing external logistics, TRIMIT Fashion has a feature called Container Management. With Container Management you can follow shiploads whether they are inbound (from supplier), outbound (to customer) or internal (transfer between own warehouses). With Container Management, you can manage deadlines, shipping & receiving dates and quantities. The user is able to keep track of the Container's whereabouts and content. The container management feature in TRIMIT Fashion enables you to track containers by connecting sales lines, purchase lines or pick documents to it. By changing the receipt-/shipment date of the container also, the dates of the connected lines are changeable. Posting the container will have the same effect as posting the shipment/receipt of an order. In a wider perspective, it can manage boxes packed for shipments as well.

## COMMISSION

The commission feature in TRIMIT Fashion enables you to setup provisions for the salesperson commissions, where every salesperson can get different percentages per customer (group) and/or item (group). You are even able to setup commissions for up to three different salespersons per customer. Based on invoices or invoices paid, you can calculate the entitled commission per month, so you can take this into the salary or even create purchase invoices for the payments of the commission.

## SALES VIA WEB

The features described in the above section “Sales” are all about what you can do, when you enter an order directly in Microsoft Dynamics NAV with TRIMIT Fashion. However, you can also get orders over the internet and by external people. Below is a short description of the web solutions that you can get with TRIMIT Fashion.

### SALES AGENT PORTAL

The Sales Agent Portal is for direct sales team and agents. It enables you to select your own customers / shops and place the order for that customer through a very simple and intuitive user interface. Your sales force gets access to the latest items, customer information, orders, sales history etc.

### B2B SHOP

The B2B Shop makes it possible to expand the sales network directly to your customers or even to your own shops. The customers and shops can retrieve relevant information (concerning availability, time of delivery etc.) to themselves or the consumer instantly. The B2B Shop also makes it possible for the customers to retrieve or enter data outside opening hours. Your customers and your own shops can order directly through the system, whenever they want without calling or faxing.

### WEBSHOP

The Webshop opens your collections for the consumers. The Webshop is open 24/7 and has the traditional facilities such as; Ordering, Credit Card payment, multiple language and Currencies, Webshop Pricing, Campaigns and Discounts, Gift Card, Customer Club and much more. TRIMIT Webshop will be available at selected TRIMIT Partners in 2014.

## ALLOCATION AND PICKING

Picking and shipping is part of the warehouse features in Microsoft Dynamics NAV. TRIMIT Fashion, extends these features for the needs of fashion companies. Below is an extract of the picking and shipping features in TRIMIT Fashion.

### ALLOCATION

Before the picking takes place, you have to allocate the available stock to the sales orders and you might need to divide shortages over the customers. TRIMIT has a very flexible way of setting up the allocation procedure. Furthermore, the results of this allocation proposal can be manual overruled.

## PICKING LIST

You can create the Picking list from the allocation list, and the warehouse can start its activities. The picking document will only include goods that are on stock and not yet shipped.

## PURCHASE

The purchase area is where you can purchase anything to stock, finished styles, fabrics, trimmings or other items, so you need a purchase order and features like suppliers, pricing deliveries etc. The purchase area is part of Microsoft Dynamics NAV. TRIMIT Fashion, extends the purchase area to handle the needs of fashion companies. Below is an extract of the purchase features you get with TRIMIT Fashion.

### MATRIX

For styles with variants like colors and sizes or more, it gives a good overview, to do the ordering of the style in a matrix window.

### PURCHASE DIRECTLY FROM A SALES ORDER

With TRIMIT Fashion, you can create a purchase order directly from a sales order. The system creates a link between the purchase and the sales order to give you the full identity of where it comes from. This feature comes in handy, when you get special orders that, you need to follow closely, or when you need to purchase outside the regular season or Never-Out-of-Stock. These orders will not interfere with the demand planning.

### PURCHASE CREATED BY DEMAND PLANNING

When using TRIMIT Demand Planning, the result is a number of purchase- or production orders. Parameters on each style controls, the selection of supplier or you produce the style yourself

### RECEIVING DIRECTLY TO PURCHASE ORDERS

You can assign received items directly to the purchase order. This will speed up the process in getting the goods on stock in the system, and to control that the supplier has delivered as ordered. Differences between the quantities in a purchase order and actual quantities can be handled (shortages and surpluses).

## PURCHASE VIA WEB

### SUPPLIER PORTAL

The TRIMIT Supplier Portal handles the communication regarding purchase orders, purchase quotes between a company, and its supplier of finished products in the product life cycle phases of pre-sales, sales, delivery and re-order. The portal gives your suppliers on-line access to the styles they are to produce for you, and online means that they have access to the latest specification changes of the styles immediately after you enter them.

## PRODUCTION

The production area is where you handle the general demand planning and possibly your own production of styles. The production area is part of Microsoft Dynamics NAV. TRIMIT Fashion, extends the production area to handle the needs of fashion companies. Below is an extract of the production features you get with TRIMIT Fashion.

### DEMAND PLANNING

The demand-planning feature in TRIMIT Fashion, gives you a flexible way of calculating the need for purchase or production. The demand planning will calculate the requirements from a selected range of sales orders. The demand planning will calculate both finished goods and look at BOM structures to calculate the need of materials at all BOM levels.

### CREATES PURCHASE AND PRODUCTION ORDERS

The demand-planning feature in TRIMIT Fashion will create the purchase- and production orders for you directly. It will handle both net and gross, and select the right vendor. This means that you no longer have to look at a requirement list and manually create the orders. The result of the demand planning is simply all the necessary purchase- and production orders.

### MRP ACTIONS

The MRP actions improve the visibility of the result of the TRIMIT demand planning calculations. MRP Actions is a tool from where you can run the different TRIMIT demand planning calculations methods. The created suggestions, quotes or orders either are presented in action lines that can be auto executed in connection with the demand planning calculation or can be manually executed after revision. MRP actions furthermore give you the option to recalculate already existing production- and purchase orders.

### FLEXIBLE SETUP

Demand planning has a set of setup parameters that makes it very flexible and easy adaptable to your needs. The user can for instance determine the planning horizon or determine whether to include blanket orders or not.

### SEASON AND NEVER-OUT-OF-STOCK (NOOS) STYLES

The demand-planning feature separates calculations for season styles and for the NOOS styles. You can calculate a season demand planning when the pre-sales period is over, and you can calculate a NOOS demand planning every week if necessary. The calculations of the NOOS styles combines both sales and minimum stock levels.

## CLAIMS

The claims area is where you handle a problem that a customer discovers with their purchase and want to file a complaint in order to get money back, a replacement, a discount or other solutions. Claims management keeps track of claims and product quality. Being a fully integrated part of TRIMIT Fashion, there is access to all information about the style, sales orders, purchase orders and production orders. That gives the claims management an important role in your quality assurance. The claims management has an appearance similar to the sales- and purchase order.

## REGISTER THE CLAIM BY FIRST CONTACT

When a customer files a claim, you can register it in claims management. This will enable you to look up to the specific sales order, the shipping agent and other relevant information. In the claim, it is possible to register cause. Both the cause filed by the customer and the cause discovered by you.

## FINDS SALES ORDERS WITH CORRECT PRICE AND DISCOUNT

The claim will automatically find the correct price and discount for the style.

## TYPES OF CLAIMS

Claims management handles: rejections, credit memos, agreements on price reduction, replacement and repairs. Depending on the claim type, claims management will create the necessary documents.

## STATISTICS

As a part of claims management, it is possible to pull statistics of the occurrence of the different claims types.

## FINANCIAL

The financial area is where you have the general ledger and handle all the economic issues about running your company. The financial area is part of Microsoft Dynamics NAV. TRIMIT Fashion, extends the financial area to handle the needs of fashion companies. Below is an extract of the financial features you get with TRIMIT Fashion.

### INVOICING ON TRUCK LOADING

It is possible to invoice the sales order as the truck is loaded. This feature makes it possible to create the invoice documents and attach them to the shipment on the truck.

### CONSOLIDATED INVOICING

When a customer has multiple sales orders in the same shipment, it is possible to create consolidated invoices. The consolidated invoice will consolidate the shipped goods from all sales orders to the customer and create just one invoice.

## UPGRADES AND TAILORING

Microsoft has announced that Microsoft Dynamics NAV will have a new release every year. TRIMIT Fashion will follow the releases from Microsoft with annual releases of TRIMIT, and may even have small releases in between. Therefore, you will experience a number of possible upgrades.

### TAILORING

Once you start using Microsoft Dynamics NAV, you may have a special need that is not included in the solution. This is where system tailoring comes in. Microsoft Dynamics NAV has tools for easy tailoring so you can have it your way. However – tailoring comes with an extra cost every time you upgrade your system.

## ZERO COST UPGRADE

With Microsoft Dynamics NAV and TRIMIT Fashion, you get most of the functionality you need in a Fashion company. TRIMIT Fashion provides tools for adjusting the system without tailoring the code. TRIMIT Fashion includes tools and methods to make the tailoring of code easier to upgrade.