

APPLUS TRADE

Fast industries require flexible tools.

Very few industries are currently undergoing the same turbulent development as trade. The requirements for retaining customers and providing service increase constantly while prices fall and margins get slimmer.

Your customers expect maximum availability, ad-hoc readiness to deliver, the newest product developments and customer variants. Your product management is becoming increasingly more complex, and logistics is as well. This means that the supply chain has to run more quickly and smoothly all the time. In general, supplier agreements are put to the test in increasingly shorter time periods.

ADDED VALUE THROUGH APPLUS

- Decrease of data maintenance costs by 30 %
- Reduction of the time period from start of production to stop of sales by approximately 50 %
- Acceleration of stock turn by 20 %
- ROI in 8 to 14 months

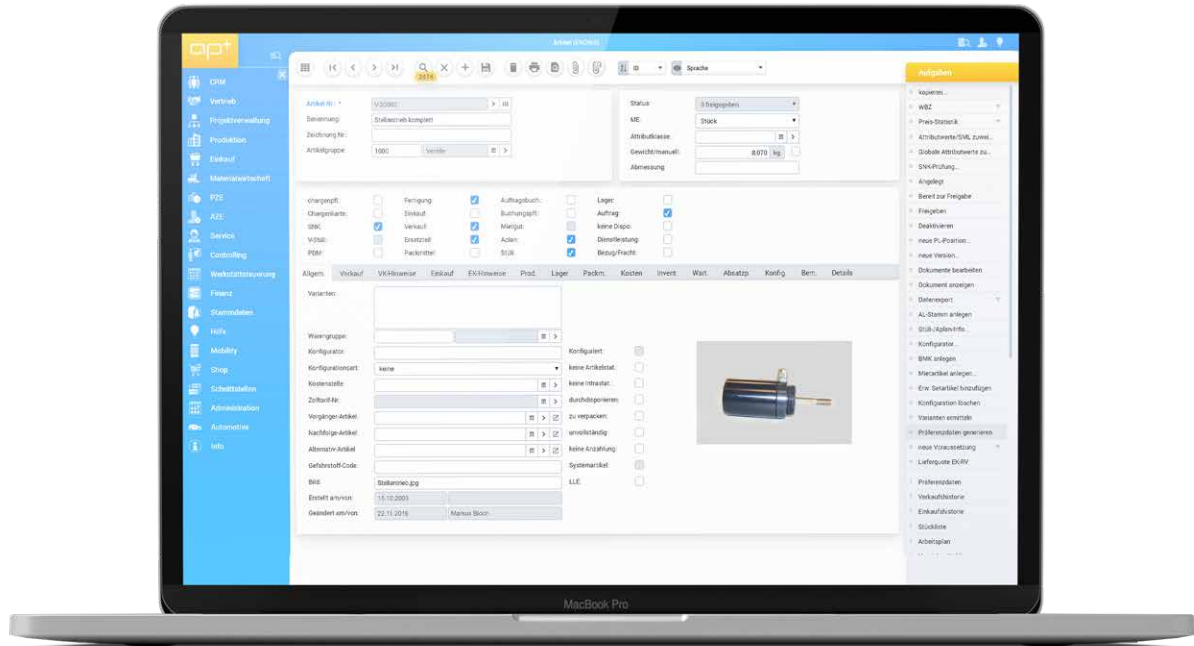


Who delivers what in the shortest time and highest quality?

APplus Trade guarantees that you can react quickly based on current data. The state-of-the-art technology – implemented with standard components – guarantees up-to-date information for all relevant company data any time, anywhere, providing a fast and secure basis for making decisions to lower your costs and boost your sales.

Function overview

- CRM (360° view of the customer)
- Alternative: Option of integrating Microsoft CRM 2011
- Contact management
- Planning of customer and supplier visits / journals
- Planning marketing activities, promotions and campaigns
- After-sales customer support
- Service with integrated help desk
- Managing return shipments
- MMS (purchasing, sales, storage, materials)
- Item history / customer history
- Portals can be created individually for suppliers, customers and users
- Quick e-mail directly from the customer portal (info page)
- Price finding matrix with customer-specific validity
- Credit limit check across all levels
- Mass data import with plausibility check
- Automated catalog data migration, with plausibility check
- Master data maintenance for mass data
- Duplicate check
- Management of optional articles (cross-selling)
- Mapping of buying groups
- CRM with CTI coupling (including VoIP)
- Newsletter management
- Leasing module
- Quick entry for quotations, orders, purchase orders, goods receipts, etc.
- Simple and optimized generation of PO proposals
- Approval and direct transmission of purchase orders
- Basis for decision-making via quotation comparisons
- Efficient communication with your suppliers
- Control of order picking
- Integration of external transport logistics with transport orders
- Optimized inventory management with any number of warehouses
- Putting agreements in writing in contracts, contract management
- Consignment warehouses (in purchasing and sales)



- Quick order entry by copying business cases
- Simplified product handling by ranges (set management)
- Shipping processing (weighing, adhering stickers, tracking, etc.)
- Handling drop shipping
- Online store integration
- Marketplace integration (eBay, Amazon)
- Integrated DMS based on SharePoint (alternative partner products such as d.3)
- Universal Office integration (Word, Excel, Outlook)
- Mobile field service connection
- Branch and client management
- Information system across all branches
- Daily sales log
- Integrated accounting (controlling, finances, asset management, costing)
- Jasper Reports
 - Contribution margin accounting
 - Sell-offs
 - Sales volume / order lists
 - Lost-order lists
 - ABC analyses
 - Order histories

Consistent solution for controlling all company processes

However, APplus does not just fulfill industry-specific trade requirements in an exemplary way, but also supports all business processes in mid-sized production and trade companies. Customer relationship management, E-business, knowledge organization and supply chain management are integral components of APplus. This allows APplus to cover all commercial function areas with the same convenience of use using a uniform Internet technology.

Flexible adaptability

The ERP solution APplus features easy adaptability to customer-specific requirements. An extremely convenient client design allows use in complex company corporate structures. APplus utilizes the scalability of Windows 2003 and .NET Enterprise servers to encompass a wide range of enterprises, from a small business to corporations with multiple locations. Dynamic adjustment to various language environments and the optimal ASP capability ease use beyond country borders. The completely browser-based user interface allows the use of APplus with any access system.

Leaders in technology

APplus is an Internet-based enterprise solution (user-centric ERP system) for small and medium-sized production, service and trade companies that was developed entirely using state-of-the-art web technologies (HTML, XML, Web Services, SOAP) based on Microsoft .NET.

An award-winning solution

ERP made easy. This philosophy has earned us many awards for APplus in recent years. From the .NET Solution Award for the best application solution worldwide on the Microsoft platform up to the title „ERP System of the Year“ from the University of Potsdam.

Well-founded industry and process expertise

Our consulting experts have well-founded industry and process knowledge and many years of experience in the project management area in trade. They guide you in all project phases from industry-specific business process consulting to finding a productive solution as well as optimization and maintenance.

As a pioneer and visionary in the ERP sector, Asseco Solutions has been delivering the most up-to-date technologies in the area of cutting-edge business software for twenty years. Thanks to a constant dialog with existing and prospective customers, we always have our finger on the pulse of current market trends and individual company and industry-specific needs.

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SOLUTIONS

Asseco Solutions in numbers.

- 850 + employees
- 20 locations
- 7 countries
- 1,750 + APplus customers

