



# CompassPoint Solutions Configuration Management

Now everybody knows the details

## About Us

Green Beacon Solutions partners with clients to implement integrated financial, supply chain, sales automation, and marketing business solutions built on proven Microsoft technologies. Our unique combination of technology, people, and process quickly help identify and implement expert strategies that support our client's business objectives within the distribution, professional services, banking/banking services, and manufacturing industries.

## Why Green Beacon?

Our technology and consulting expertise, combined with our success in solving customer issues, have resulted in our unmatched industry reputation. We have an outstanding track record developing, delivering, and integrating ERP, CRM BI and Marketing Automation technology solutions that deliver direct business benefits for our customers.

**“After implementing CompassPoint Configuration Management, each department knows the exact details about how our products are offered, sold, made, shipped, invoiced, serviced.”**

## Why CompassPoint Configuration Management?

CompassPoint Configuration Management integrates logistic flows. The exact specifications of this product are known throughout the entire process, from sales, via production, to delivery. This enables items to be produced and delivered according to Sales quotes. The result is increased customer satisfaction and less waste while improving reporting capabilities. Configuration Management also improves the reporting options. Based on the properties, you can use cubes to generate any type of report or perform any kind of analysis. This gives better insight into the sales results and reveals the successful and less successful selling products. Finally, registering the properties considerably reduces the number of product numbers you need. By using variants with unique properties, the product administration is simplified for both you and your customers, leading to lower administration costs and fewer errors.

## What is CompassPoint Configuration Management?

CompassPoint Configuration Management is a useful and flexible enhancement of the item setup data in standard Dynamics AX. CompassPoint Configuration Management

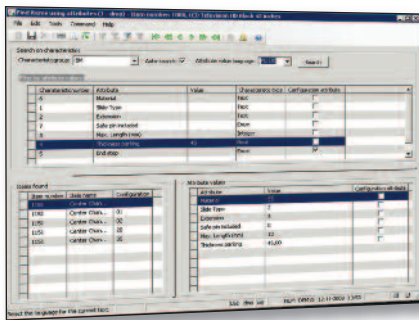
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asks users to enter the properties of an item. It then asks you to determine which characteristics should be registered. These parameters can be as generic as required. The properties applicable to each product are stated on the purchase confirmation and on the delivery note, so external parties know exactly which products are concerned. Suppliers know which goods must be delivered and your customer can immediately recognize what has been ordered. As a result, you have quick access to the accurate data that is essential for good management practice.

## What are the advantages?

CompassPoint Configuration Management offers the following advantages:

- No more misunderstandings; the Sales Department only sells what CompassPoint Configuration Management states is available
- The properties can be accessed by internal parties: Sales, Purchasing, Production, Stock Control and Management are all able to use the information



- The properties are printed on the delivery note, so the customer knows exactly what has been ordered
- The properties are also printed on the purchase order and production orders, so the supplier knows exactly what has to be delivered

- Thanks to the property administration, item numbering is simplified
- Property registration per data type enables detailed searches
- Select based on the product or product variant, for rapid calculation of sales and turnover figures
- Report and analysis options
- Integrated in your system, making a link to other systems possible
- No need to make your item numbers SMART

## Additional advantages:

- Complete control of the Production Department based on information issued by the Sales department
- Validation of information entry
- Re-configuration of available item properties on sales order, purchase and production order

Maintain Microsoft Dynamics AX with Green Beacon's

## SmoothSail Managed Services

- Dedicated support staff at our Newton, MA HQ
- On-demand and cost-effective management services for CRM and ERP applications
- Advisory services to increase business efficiency by improving system usage
- Support and maintenance services to reduce down-time and ensure productivity so that systems operate at high availability



- Established in 2001
- Headquartered in Boston, Massachusetts
- Offices in New York, Philadelphia, and Houston
- Specialists in Microsoft Dynamics Business Solutions
- ERP and CRM Consulting Services
- CompassPoint Solution Software Accelerators
- SmoothSail Support & Managed Services