



## CompassPoint Solutions Purchase Agreements

Calling off agreement orders made easy

### 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.

**“Before implementing CompassPoint Purchase Agreements we had to check our framework agreements manually every day. Now this is fully automated.”**

### Why CompassPoint Purchase Agreements?

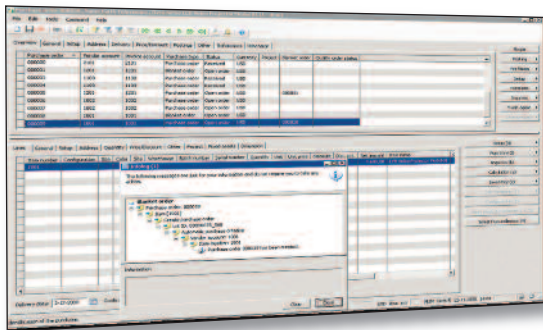
CompassPoint Purchase Agreements allows orders that have been placed as part of a framework agreement to be called off quickly. There is no need to check for framework agreements manually.

This applies to manually entered orders and purchase orders generated via Material Requirements Planning (MRP). With a framework agreement, an agreement is entered into with a supplier concerning products or services for a fixed period, at a set price and under set conditions. This agreement is saved in Microsoft Dynamics AX. However, when an order is manually entered, Dynamics AX does not mark an order as part of a framework agreement.

CompassPoint Purchase Agreements performs this search task automatically. This eliminates the risk of outstanding call-off orders and avoids orders being placed without taking advantage of the favorable conditions of the framework agreement to save valuable time and money.

## What is CompassPoint Purchase Agreements?

CompassPoint Purchase Agreements work for manual order entry and orders generated via MRP. You either enter a purchase order manually in Microsoft Dynamics AX or turn a planned order, based on an MRP purchase proposal, into a purchase order. CompassPoint Purchase Agreements then creates a link between the purchase order and the applicable framework agreement. And it informs you that the order will be automatically removed from the outstanding call-off order. It also immediately shows if the outstanding quantity of the call-off order(s) is sufficient to place the order. The system can be set according to user-specific needs, so you know what action to take if the quantity of the call-off order is insufficient.



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

## What are the advantages?

CompassPoint Purchase Agreements offers the following advantages:

- Minimize costs and optimize deliveries
- Framework agreement always up to date
- Always checks for the presence of a framework agreement
- Saves time, by adopting the search function
- Harmonizes your administration and your supplier's administration



- 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