



# CompassPoint Solutions Shipment & Delivery Management

Insight into the progress of every order

## 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.

**“Now we can specify exactly what must be delivered and when, so production capacity can be adjusted to the deliveries. This flexibility allows us to meet our customer’s wishes quickly.”**

## Why Use CompassPoint Shipment & Delivery Management?

After a quotation has been converted into an order, a project can be split into subprojects and the delivery into phases. Specifying the main order creates greater insight into the process from quotation to delivery. You can track this process accurately. The link between main order, part orders and deliveries simplifies the process of changing order information, such as items, quantities and delivery dates somewhere along the process. An alteration to a part order is processed immediately in the main order and the part deliveries. A part delivery can be easily created and altered. CompassPoint Shipment & Delivery Management gives you a clear insight into the progress of the main order, while the reduced number of actions required saves you time. Your production capacity can be adjusted to the deliveries. Create a production order from the delivery screen with just a few mouse clicks. The flexibility of CompassPoint Shipment & Delivery Management allows you to meet your customer’s wishes quickly.

## What is CompassPoint Shipment & Delivery Management?

In Microsoft Dynamics AX, you can convert a quotation into an accepted order. When doing so, Microsoft Dynamics AX assumes that the ordered product and quantity, plus the indicated delivery date, will not change once an order has been accepted. CompassPoint Shipment & Delivery Management allows you to divide an order (or project) into part orders (or subprojects) and then into split orders. When orders are split into part orders, the quantities and products may differ from the initial order. The quantities are subtracted from the initial order, which is why the progress is monitored. CompassPoint Shipment & Delivery Management creates part deliveries that include the products of all the part orders. The delivery date of each part delivery may be altered.

## What are the advantages?

CompassPoint Shipment & Delivery Management offers the following advantages:

- Greater insight into the progress of every order (regarding delivery deadline and articles)
- Extremely flexible, so you can meet your customer's wishes
- Fewer actions, which saves time
- Any modifications are also processed in the associated stages, thanks to the link between the main project, the subprojects and the (part) deliveries
- Link to Material Requirements Planning (MRP) also possible

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



**GREEN BEACON SOLUTIONS**

- 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