



Advanced Trade Management

for Microsoft Dynamics™ AX



Manage and
Maintain
Sophisticated
Pricing Agreements



Red Maple's Advanced Trade Management are an integral part of running a successful business. Advanced Trade Management is designed to handle the most advanced pricing agreements for your company from baseline contracts to deferred revenue. By extending the trade agreements that exist in Microsoft Dynamics™ AX, Advanced Trade Management provides an enhanced set of features that drive profitable customer interaction for your business.

Business Situation

Companies that manufacture, distribute or support products over time must track their obligations to customers. Many companies find that they must accomplish this task using standing orders, back-orders, and paper. The result is an inability to scale operations and poor relationship management.

SOLUTION

With Advanced Trade Management, companies can track contracts with their customers. Whether formalized or not, Advanced Trade Management provides a comprehensive system for tracking such relationships from orders to service contracts to warranties.

Companies are under increasing pressure to get the highest return from contractual sales agreements. But because trade agreements can extend beyond a single sales order or deal, companies need more than a static price list to effectively administer their business. Red Maple's Advanced Trade Management addresses the full sales cycle by providing tools to create contracts, manage pricing, fulfill based on schedules and recognize revenue through accruals.

Contract Management

With Red Maple's Advanced Trade Management, trade agreements are administered through pricing contracts. Trade administrators can manage individual accounts through a robust contract management interface.

With Advanced Trade Management, companies can create contracts for a one-time sale or long-term sales agreements. Within the contracts, companies can outline agreements to specify the products, prices, volume discounts, commitments and other terms and conditions that govern future orders from the customer. Orders placed against the pricing contract are automatically governed by the negotiated terms and do not require any manual lookup or processing, thus reducing overall administrative costs.

Manage Performance

With Advanced Trade Management, customer purchase commitments can be negotiated for either the entire contract or for specific items in the contract. Accumulated order totals can then be tracked and compared against contractual commitments. This enables the sales team and trade managers to proactively negotiate better deals based on customer buying patterns. It also allows customers to be notified of outstanding commitments well in advance.



Subscription Pricing

Advanced Trade Management enables sales staff to focus on the customer and not the prices that should be charged to the customer by providing pricing controls over the lifetime of an agreement. When a customer places an order for goods, Advanced Trade Management governs the pricing of the order based on past purchases. If the quantity of the order surpasses a contractual price break, the order will automatically be modified to reflect the pricing set within the trade agreement.

With Advanced Trade Management contracts can automatically create sales orders so that goods are delivered on time. By utilizing “push” subscription management, fulfillment sales orders are automatically created and customers can place orders for goods that are regularly fulfilled over time.

Accruals

Trade agreements must have the ability for companies to recognize revenue at the appropriate time. With Advanced Trade Management, revenue accruals are generated directly from the trade agreements. Accrual schedules can be created and assigned to an individual trade agreement, creating a flexible financial schedule that can be assigned on a customer by customer basis.

At regular intervals, accrual journals can be created by users to recognize revenue that has been delivered. Each entry is attached to the trade agreement so that both financial and sales teams can accurately track the results of each trade agreement.

Conclusion

Red Maple’s Advanced Trade Management enables companies to efficiently manage customer relationships when delivery, pricing and volumes are the critical keys to the relationship. Built on the base of Microsoft Dynamics™ AX, Advanced Trade Agreements provides a powerful extension to the features provided by Microsoft.

Quick information



What Modules are required?

Microsoft Dynamics™ AX Trade Series



Are you on the Internet?

More information about our products can be found at www.redmaple.com.



Who do I contact to get a demonstration or purchase?

Contact your Microsoft Dynamics™ AX partner for pricing, demonstrations or purchasing information.

