

Avanade Distribution Management

The Power to Perform



Avanade Distribution Management helps distributors grow sales and protect margins by enabling them to serve customers better, open new channels to market and drive out excess costs.

In the complex world of wholesale distribution, integrated business systems can help distributors tackle their toughest challenges and take advantage of new opportunities. Avanade Distribution Management can help distribution organizations:

- **Protect margins** – from increases in the cost of doing business.
- **Meet increasing customer demands** – from customers that are more informed and in a better position to demand lower prices and additional services at low or no additional cost.
- **Improve forecasting and demand planning** – to optimize inventory levels while ensuring that the right products are available to meet customer demand.
- **Strengthen competitive advantages** – against an influx in overseas competitors and direct-to-consumer options.
- **Orchestrate complex supply chains** – with real-time visibility into inventory, sales, purchasing, and financial information across a global network of suppliers and customers.
- **Open new channels to market** – including dealers, stores, online outlets and direct-to-consumer options in order to drive new business opportunities.

Maximize opportunities

Avanade Distribution Management is an end-to-end distribution solution designed to handle distribution processes from planning to customer service. Avanade Distribution Management allows you to take advantage of new multi-channel opportunities and expand your operations with minimal disruptions. Visibility into your supply chain, including across multiple companies and sites, allows you to optimize inventories and smooth supply chain operations.

Respond to changing market dynamics

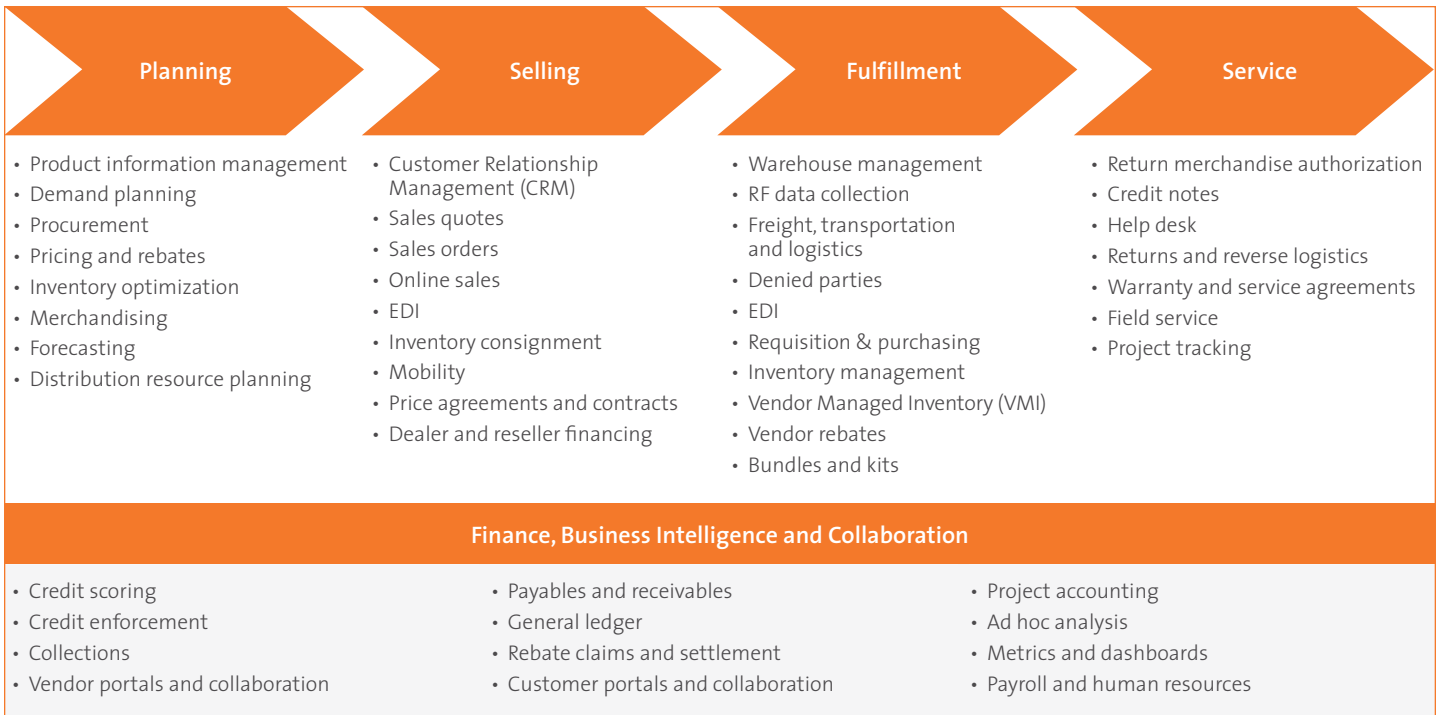
Avanade Distribution Management's flexible configuration capabilities allow you to implement the solution with only the functionality you need and to add later as your business requirements evolve. For more complex business environments, Avanade Distribution Management is built from the ground up to be customizable with less effort and expense than traditional ERP solutions, giving you the ability to respond quickly to changing market dynamics.

Low total cost of ownership

The Dynamics® AX platform gives Avanade Distribution Management a familiar and intuitive Microsoft® Office style interface, which decreases learning time and helps employees become productive faster. Easy integration with other Microsoft applications allows your people to leverage the tools they already use, increasing productivity and improving access to critical information. The ease of use and adaptability of the Dynamics AX platform has been shown to give Dynamics AX one of the lowest total costs of ownership of any enterprise-grade ERP system.

Backed by industry expertise

Avanade Distribution Management is backed by Avanade's global delivery network of more than 11,000 professionals. In addition, Avanade has incorporated an extensive library of distribution industry best practices, developed by Accenture, into its services and implementation methodologies. This extensive array of expertise allows Avanade to meet even the most complex demands of the global distributor.



About Avanade

Avanade provides business technology services that connect insight, innovation and expertise in Microsoft® technologies to help customers realize results. Avanade's services and solutions help improve performance, productivity and sales for organizations in all industries. Additional information can be found at www.avanade.com.

©2010 Avanade Inc. All rights reserved. The Avanade name and logo are registered trademarks in the U.S. and other countries.

Americas

Seattle
Phone +1 206 239 5600
Americas@avanade.com

Sao Paulo

Phone +55 (11) 5188 3000
Latinamerica@avanade.com

Asia-Pacific

Sydney
Phone +612 9005 5900
AsiaPac@avanade.com

Europe

London
Phone +44 (0) 20 7025 1000
Europe@avanade.com