



Wholesale & Distribution

At the heart of the solution is the matrix setup with style, colour and size and up to unlimited additional dimensions added to standard Dynamics functionality. The module also includes features needed to manage fashion specific issues like collections and seasons, pre-sales and direct orders, replenishments and much more.

Creating New Collections and Styles

Your fashion company creates new collections on a regular basis. Each collection holds a large number of styles and each style comes in different colors and sizes. This leads to huge numbers of variants, as we call the color/size combinations. With pebblestone|fashion it is easy to create all these new collections, styles, colors, sizes and variants and add all the necessary information.

Rich Matrix Functionality

The most efficient way to handle the large number of styles in different colours and sizes is a matrix. pebblestone|fashion is filled with very rich matrix functionality, both for viewing (e.g. stock information and prices) or entering/changing (e.g. sales orders, purchase orders) information. The setup of the matrix can be differentiated per product type. With for instance colours and sizes as the lines and columns of the matrix for basic shirts and waist and inseam for jeans.

Seasonal Items

Your fashion company typically works with a very specific product lifecycle. After designing a new collection, this is sold in a process often referred to as presales. In this period sales reps and agents show samples of the new collection to their customers and take their sales orders. Based on the realized sales orders, the quantities that need to be purchased are established and the purchase orders placed. pebblestone|fashion offers a number of tools to manage this specific way of working, like product status and sales order types.

Replacements, Cancellations and Difference Posting

Unfortunately, fashion companies often need to change a large number of existing sales orders for specific styles. For example when a style or colour that is not selling well during the presales period needs to be cancelled or replaced by another style or colour. Or when a supplier does not deliver on time, or in the wrong quantities per style/colour. This mass change can easily be carried out in pebblestone|fashion.

All changes are registered with reason codes, enabling your fashion company to analyse what happened afterwards, to learn and improve for future collections.

Commission and multiple salespersons per customer

Different sales persons may visit the same customer for different brands and/or product types. Based on the products they are responsible for, they may be entitled to different commission percentages. This may also vary per order type like presales, direct and sell-out orders. pebblestone|fashion commissions fully covers this including the automatic creation of vendor invoices to pay the amounts due.

Control your sales reps and agents' commission percentage based upon item category, customer group, collection, season, period etc., and manage the payment of Commissions automatically.





Vendor Rating

Manage the performance of your vendors in as much detail as you want driving quality improvements.

Sales Target & Analysis

Fashion companies have what we could call a double need for analysis. Not only looking back at posted (=received and delivered) information, but also monitoring the actual performance of presales of the new collections.

Of course this needs to be compared to last year's similar collection per customer/customer group and product/product group. With sales target & analysis, pebblestone|fashion makes it possible to look at all information from any point of view, slicing and dicing the information to every need. Get instant, detailed management information directly from your system. Slice and dice the information how you want, when you want it.

Buying Groups

Individual retailers are often organized in buying groups. These groups set up sales agreements (prices and discounts) with brands centrally, which then apply to all members. Although the members individually place their orders and are invoiced on delivery, these invoices are centrally paid by the buying group. The full process of working with buying groups is covered by pebblestone|fashion. Define and manage your customers as members of buying groups allowing you to handle the settlement of invoices by the buying group on behalf of its members.



Extended Calculation

Calculate the expected landed cost price of your seasonal items in as much detail as you wish. For example including cost elements like freight, import duties, insurance, handling harbour and commission.



Surcharge Posting

Integrate your cost price calculation with your General Ledger to be able to easily compare pre-calculated and actual costs.

Advanced Forecasting

As most items are seasonal, standard forecasting is impossible in a fashion company, since most styles are new and cannot be compared with previous styles. Forecasting must be more advanced, taking more or less identical styles from a previous season as a reference for new styles. In these cases an extrapolation can take place, using different scenarios like optimistic, neutral and pessimistic.

The forecasting module also covers the inventory planning of never out of stock products. Use buying patterns of your customers instead of historical information per style to forecast the sales of your seasonal products.

Manufacturing

Everything for the typical CMT Company: Define in detail what materials and accessories are needed to produce your style. Plan, source and purchase those materials and forward them to outsourced production locations that create and ship the finished articles.



Intercompany

Define one operational company and individual financial companies per subsidiary and let the system create inter-company transactions automatically.



E-docs

Sending your documents electronically provides companies with tremendous cost and time savings. With the electronic documents and electronic signature modules you can send many different documents in a simple and fast way.

The following documents can be sent electronically:

- Sales and Purchase Quote
- Sales and Purchase Order Confirmation
- Sales Shipment and Purchase Receipt
- Sales and Purchase Invoice
- Sales and Purchase Return Order Confirmation
- Sales Return Receipt and Purchase Return Shipment
- Sales and Purchase Credit Note
- Reminder

To see what pebblestone|fashion can do for your business, please contact us at info@k3software.com