



### 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.

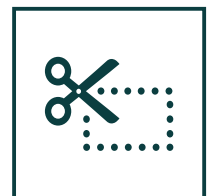
### Sales Target & Analysis

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, pebblestonefashion 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 pebblestonefashion. 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.



### 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.

### Product Lifecycle Management (PLM)

For every newly created product, your fashion companies needs to carry out a long list of activities before the product reaches the stores. These steps are all interdependent, with a delay in one stage affecting all other activities. It is vital to keep careful track of all these steps and taking appropriate action when delay threatens. PLM in pebblestonefashion, again fully integrated, is the right tool to do exactly that, including the ability to automatically send email notifications to persons that have not carried out a certain activity within the planned time frame. Define the steps in the design process until the moment the presales start in as much detail as you want. Follow up on those steps based on management by exception and automatic notifications.



### Traffic

Follow incoming shipments from the moment they are shipped by the supplier, with full details on vessels and containers and everything that is on/in them.



### Work Wear

Define the garment sets available per department and job title of each customer.

### Entitlements

Set up entitlements based on quantity or values per employee. Then register their consumption over time and keep sight on remaining budgets.

### Product Data Management (PDM)

Specialized PDM solutions are often only used for a small part. PDM in pebblestone|fashion covers exactly that often used part, but fully integrated. It enables fashion companies to register extensive technical and visual details of their products within their business software solution. Examples of these are pictures (where needed per colour of each style), measurements, wash and care instructions, fabric test results, packing details etc.

It is possible to set up Bills of Materials (BOM's) per product, or even per variant (colour/size combination). Based on the realized sales orders and these BOM's, establishing and ordering the required fabrics and trimmings is no more than a push of a button or two.

Based on all these details, a TechPack document can be created that exactly instructs the supplier what to deliver, what to use to create the products and what special instructions should be followed.



### 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](mailto:info@k3software.com)