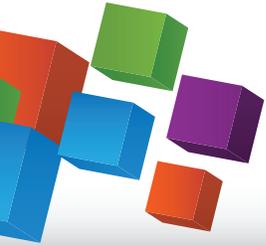




# Advanced Supply Chain Software™

for Microsoft Dynamics®



## ADVANCED REVENUE MANAGEMENT™

### > OPTIMIZE PRICING, IMPROVE MARGINS AND INCREASE PROFITABILITY

The modern global supply chain brings unprecedented pricing challenges with it, including competitors who target your customers, large companies with the power to move markets single handedly and customers who form APOs or other buying groups with the power to push for lower prices/rebates. If you want to survive and prosper, you need the ultimate pricing flexibility and visibility provided through **Advanced Revenue Management™** powered by I.B.I.S., Inc. **Advanced Revenue Management** is part of the **Advanced Supply Chain Software™** for Microsoft Dynamics® AX suite.

**Advanced Revenue Management™** is a powerful pricing and cost management solution to help you optimize pricing, improve margins, and increase profitability.

**Advanced Revenue Management™** allows you to use data to adjust pricing, monitor cost deviations, calculate sales commissions, and to manage promotions, Special Price Agreements (SPAs), deductions and rebates management.

## ABOUT ADVANCED SUPPLY CHAIN SOFTWARE™

for Microsoft Dynamics® AX

Advanced Supply Chain Software™ for distributors offers so much more than applications that manage a single aspect of your supply chain. You get comprehensive end-to-end advanced supply chain functionality built by industry experts to address the full depth and breadth of your supply chain needs. Improve supply chain velocity, exceed customer expectations and optimize your profitability – all with industry proven Advanced Supply Chain Software™.



Advanced Sales and Operations Planning™



Advanced Order Management™



Advanced Business Analytics™



Advanced Inventory Management™



Advanced Procurement Management™



Advanced Demand Planning™



Advanced CRM for Distributors™



Here are just a few of the benefits you gain from **Advanced Revenue Management™**.

## Cost to Serve Management

Calculate the cost to serve each customer and analyze your customer base for profitability. You will have visibility into all the factors that affect your bottom line, including transportation costs, taxes, commissions, rebates, order line discounts, multiline discounts, cash discounts, cost of free goods and services, and chargebacks and deductions.

## Chargeback Management

Complex supply chains lead to complex business relationships. When sales result in supplier rebates or reimbursements, Chargeback Management handles the entire posting and reimbursement process and applies to both customers and vendors.

## Advanced Bid Management

Advanced Bid Management provides complete visibility across the entire company into all price and cost factors for accurate, profitable bidding in even the most complex bids.

## Advanced Rebates

With Advanced Rebates, you can manage rebates, pass through agreements and Special Price Agreements without the time-consuming processes of the past.

## Pricing Coordinator Role Center

The Pricing Coordinator role center provides one stop to manage all pricing and promotions activities. It also includes pricing specific Key Performance Indicators (KPIs) and reports.

## Advanced Commissions Management

Commissions are among the most complex calculations in any business, but Advanced Commissions Management simplifies the process and improves accuracy by calculating both individual and team commissions, regardless of whether commissions are due based on invoice or actual cash receipt.

## Sales Program with Deal Workbench

Sales Program with Deal Workbench lets your deal managers generate 'what if' simulations and analysis results to maximize profitability and validate the program.

## Advanced Pricing

Advanced Pricing manages multi-tiered discounts and prices based on customer, item, quantity, weight, time, total price, and a multitude of other factors. It even includes Buy One, Get One Free (BOGO) logic. Advanced Pricing allows you to "build up" and "build down"

## Deductions Management

Deductions Management includes user defined reason codes that map to General Ledger accounts to allow you to capture the circumstances for each payment deduction.

## Cost Deviations

You can capture cost deviations based on fixed price per unit, fixed amounts or fixed percentages for ultimate flexibility and insight into unplanned cost changes.

**Advanced Revenue Management™** has all the capabilities you need to manage even the most complex pricing and sales environment simply and conveniently. Every factor that affects pricing and profitability is at your fingertips so you can structure the right price for every deal and know exactly which customers are the most valuable to your business success. Stop leaving money on the table and improve your total profitability with **Advanced Revenue Management™** from I.B.I.S.

## Microsoft Dynamics® Strategic Development Partner



I.B.I.S., Inc., a Sonata Software Company, is a member of the elite Microsoft Dynamics® Strategic Development Partner program, an honor reserved for those Partners who have demonstrated deep industry and functional expertise. I.B.I.S. has that expertise in global supply chain management, and they used that knowledge and experience to create one of the most flexible and advanced supply chain applications available today. In fact, Advanced Supply Chain Software™ is so well-respected that Microsoft Partners all over the world call on I.B.I.S. to help their clients resolve their most complex supply chain issues.

