

## Distribution

### Relationship Management

- ▶ Customers & Prospects
- ▶ Key Account Mgmt
- ▶ Campaigns
- ▶ Opportunity Management
- ▶ Activity Management
- ▶ Dashboards

### Sales Channels

- ▶ Over the Counter
- ▶ Quotations & Enquiries
- ▶ Remote Ordering
- ▶ B2B/B2C e-sales
- ▶ EDI & Delivery Schedules
- ▶ Outbound Call Plans

### Sales Management

- ▶ Pricing & Discount
- ▶ Bonus & Commissions
- ▶ Promotions & Agreements
- ▶ Best Price
- ▶ Sales Statistics
- ▶ POS Interface

### Supply Alternatives

- ▶ Available to Promise
- ▶ Capable to Promise
- ▶ Buy to Order
- ▶ Drop Ship
- ▶ Substitution
- ▶ Cross Sell

### Demand Planning

- ▶ Collaborative Planning
- ▶ Hierarchies & Distribution
- ▶ Forecasting Engine
- ▶ Promotions

### Sourcing & Procurement

- ▶ RFQ
- ▶ Supplier Agreements
- ▶ Schedules & ASN's
- ▶ Landed Costs
- ▶ Self Billing

### Inventory Mgmt & Replenishment

- ▶ ROP & DRP
- ▶ Slow Movers
- ▶ Safety Stock
- ▶ Inventory Balancing
- ▶ Branch Replenishment
- ▶ Consignment

### Value Added Services

- ▶ Kitting & Assembly
- ▶ Configuration
- ▶ Rental Management
- ▶ Field & Depot Service

### Warehouse Management

- ▶ Cross Dock & Put Away
- ▶ Wave & Unit Picking
- ▶ Pick Resource Mgmt
- ▶ Returns & Returnable's
- ▶ WMS Interface
- ▶ Warehouse Mobility

### Transport Management

- ▶ Load Planning
- ▶ Route Plans
- ▶ Freight Cost Mgmt
- ▶ TMS Interfaces
- ▶ Export Doc. Interfaces

### Product Information

- ▶ Intelligent Item Search
- ▶ Dimensioned Products
- ▶ Multi UOM
- ▶ Serialized & Expiry Dates
- ▶ Catalogue Import
- ▶ Extended Catalogues items

### Financial Accounting

- ▶ International
- ▶ General Ledger
- ▶ Accounts Receivable
- ▶ Accounts Payable
- ▶ Fixed Assets
- ▶ Auto Document Capture

### Financial Controlling

- ▶ Inter Company Trading
- ▶ Budgeting
- ▶ Average & Actual Costing
- ▶ Cash Flow management

## ION Process & Intelligence