



Increasing Business Complexity  
Demands a Seamless Solution.



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Global competition and relentless cost pressures keep companies looking cautiously over their shoulders. With suppliers and business partners widely dispersed, managers may have difficulty maintaining visibility from end to end – from sourcing, to production, to marketing and sales.

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If current information is difficult to find, management has a harder time making decisions to stay ahead. The right technology and systems streamline processes and provide real-time information for improved decision-making.

Crowe Tailored Solutions  
for *Microsoft Dynamics*<sup>®</sup> AX.







## + Organizations can benefit in numerous ways from a robust enterprise resource planning (ERP) system that ideally:

- Is designed to streamline industry processes from end to end;
- Can be customized to meet unique organizational needs;
- Provides visibility throughout the entire pipeline; and
- Offers management insight to enhance operations, sales, and profitability.

Crowe Horwath LLP helps fashion companies – including apparel, textiles, footwear, jewelry, and accessories – identify performance barriers and build solutions.



- + **Start with an objective assessment.** Crowe analyzes your business requirements and objectives, existing processes, and identifies ways to help improve your performance. At the close of each assessment, findings and a breakout of expected costs and estimated returns are presented.
- + **Test drive the solution.** The assessment frequently leads to a “test drive,” so you can experience the capabilities of *Microsoft Dynamics AX* before deciding to fully invest in the solution. Our performance consultants will assist you in piloting up to five functional needs identified as vital to the success of your company.



## + Specific areas of opportunity for fashion leaders

Crowe has the deep experience to customize ERP solutions to help support the way your business works. Our implementations help pave the way for your rapid responses to changing business environments.

Based on our fashion industry experience, there are five areas of opportunity in which Crowe can leverage *Microsoft Dynamics AX* for performance improvements:

- Gain efficiency in multidimensional inventory
- Promote seasonality
- Optimize inventory allocation
- Support multichannel sales and distribution
- Enhance sales and operations planning





### **Gain efficiency in multidimensional inventory**

System capability allows a single stock keeping unit to represent variations of color and size for the same product style. By reducing item records to maintain, you can often gain efficiencies in managing costs, prices, inventory, sales orders, production plans, and more.



### **Promote seasonality**

Customer orders are typically slotted based on priority hierarchy, which affects planning, order management, and product availability rules. Seasonal characteristics can be critical attributes in concert with customer and product hierarchical data. This solution considers business rules on timing and scheduling of product releases and the corresponding demand management.



### **Optimize inventory allocation**

Timing and accuracy of inventory allocations can be paramount given a limited (seasonal) product life cycle and the need to meet customer expectations. Maintaining optimal inventory levels requires allocation logic that extends to multiple levels of inventory hierarchy, as well as to physical and “on order” quantities.



## + **Support multichannel sales and distribution**

Each sales channel can have unique requirements and procedures. A wholesale channel, for example, may involve a combination of a classic customer service model with manual order entry, or it may include high-volume electronic data interchange. A retail channel may require integration to a retail management or point of sale system. Microsoft's highly flexible functionality helps support multichannel distribution with efficiency.

## + **Enhance sales and operations planning**

Create historical analyses and generate forecasts through user-defined elements such as market, geography, product, and time. Collaborative capabilities invite input from sales representatives, customers, sales agents, and other influencers. Demand forecasts can be further clarified by past seasonality, promotions, and causal events (including weather and economic factors). Integration among forecasting, demand planning, and operational planning can be essential to speed goods to market, and improve efficiency and profitability.



# Choose the seamless solution

Getting new systems up and running on time often requires both an industry understanding and technical mastery, both of which are Crowe's strong suits. An ERP solution is usually only as good as its implementation, and Crowe processes are designed to help you yield early gains and lasting return on investment.

Crowe frequently recommends *Microsoft Dynamics AX* for its reputation for a competitive cost structure, reduced risks of implementation, and shorter implementation timelines. Because of the ease of integration with *Microsoft*® products, the learning curve is often reduced substantially for employees, business partners, and customers – most of whom will have recognizable tools for communicating, tracking items, and sharing information to accelerate business performance.

Whether installing *Microsoft Dynamics AX* for the first time or upgrading to a new release, Crowe is dedicated to helping you tailor the system to meet your unique business needs. We develop a project charter that clearly defines expectations, and employ a time-tested methodology to help you mitigate risks.



+ **In making your decision, remember Crowe is one of the select few consultancies to be recognized as:**

- A *Microsoft “Gold Certified Partner”* in Information Worker, Integrated E-Business, Security, and *Microsoft Business Solutions*;
- A 2008 President’s Club for *Microsoft Dynamics* member;
- *Microsoft Security Partner of the Year*; and
- *Microsoft CRM Partner of the Year*.

+ **Call on Crowe to help you organize a pilot that helps you determine whether to invest in Microsoft’s resource planning solution.**

Crowe has consulted on a wide range of technology solutions for more than 30 years. We have breadth and depth of knowledge relative to industry-specific software technologies, business processes, and integration and support methodologies.



## + About Crowe

Under its core purpose of Building Value with Values®, Crowe provides innovative business solutions in the areas of assurance, financial advisory, performance, risk consulting, and tax. One of the top 10 public accounting and consulting firms in the United States, Crowe also serves clients worldwide as a leading independent member of the Horwath International global professional services organization.

## + For more information

For more information, please contact Vicky Ludema at 800.599.2304 or [vicky.ludema@crowehorwath.com](mailto:vicky.ludema@crowehorwath.com).



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