Greentree®
PRIMED FOR BUSINESS

SUPPLY CHAIN & DISTRIBUTION

INVENTORY
MANAGEMENT
SUPPLY CHAIN

EDI
SUPPLY CHAIN

PURCHASING

EDI

SALES &
DELIVERY

INVENTORY
MANAGEMENT

SALES &
DELIVERY

PURCHASING

Greentree Solution Summary

- Reduce the cost of business relationships
- Eliminate data handling errors to improve productivity
- Proactive customer relationship management
- Share documents with confidence
- Total visibility fraud prevention
- Future proofed business flexibility

Are your trading partners demanding you trade electronically? Can your business afford poor productivity through process inefficiencies and human error? Do you simply not have the technology needed to meet these key demands?

High costs of doing business

There is a growing trend amongst smart customers and suppliers to require business partners to trade via an EDI system. Businesses that fail to meet this criteria will at the very least be charged high fees for noncompliance, lose priority or preferred supplier status and may well lose the relationship altogether.

Inefficient Supply Chain processes

Productivity is a key success driver in every business and it's vital to identify every opportunity to reduce process inefficiencies. Delays, errors and break downs in communication all result in increased costs to your business and undermine business relationships.
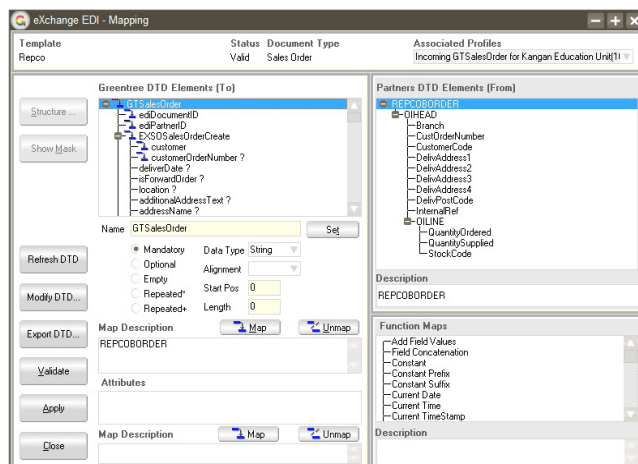
In the field of supply chain logistics, an order will usually remain unchanged as it passes from requisition to order, packing, shipping and invoicing. Unless those phases are linked by an electronic data interchange (EDI) system, work will be duplicated and errors can be made unnecessarily as orders and invoices are re-keyed.

Lost profitability through poor customer management

On a day to day basis, your staff make critical decisions about your key business relationships. How confident are you that they are armed with instant access to the accurate information needed to prioritise one customer's needs over another or to understand the creditor control implications of allowing business to proceed? With Greentree EDI in place your systems empower the people using them to optimise your most profitable relationships.

Document backlogs damage your business

In an ideal world transactions flow smoothly through your business, each stage being handled within the promised time frame. The real world is often quite different. Orders come through in large batches, staff holidays or illness creates backlogs, supply problems create fulfilment delays. All of these can seriously impact on your ability to meet business commitments and ultimately damage your business.

Greentree's EDI allows you establish your own business rules and map these to ensure these are enforced

GREENTREE EDI BUSINESS SOLUTIONS

Reduce the costs of business relationships

Be best in class. Greentree's EDI allows you to meet trading partner demands for electronic trading with highly flexible and easy to use software managing the trading relationship automatically and transparently. Avoid noncompliance fees as well as reducing your own labour costs.

Improve productivity through data handling efficiencies

Greentree's EDI allows data to be entered once by the initiator. From there it flows effortlessly and instantaneously through connected systems according to established business rules. Staff are freed from needless re-keying offering significant opportunities to improve workflow management and ultimately improve business productivity.

Proactive customer relationship management

Built in validation rules and the ability to pro-actively manage backorder situations and delivery schedules make it easy to identify and optimise priority customers. Automated communications such as advance shipping notices and out of stock notifications free staff to focus on developing enhanced business relationships with high value customers.

Share documents with confidence

The improved accuracy afforded by avoiding re-keying while ensuring built in validation rules are applied, creates an environment of increased confidence and trust between business partners; bringing you closer than ever to your customers and suppliers.

Total visibility prevents fraud

The functionality of Greentree's EDI meets most core business needs, and different legislative and functional requirements can all be accommodated easily. Greentree's EDI can integrate with many other EDI services. Once the initial setup is complete, power is transferred to you, with the flexibility to alter templates to accommodate changes in partner systems; in effect future proofing your investment.

SO HOW DO RESULTS MEASURE UP?

BEST IN CLASS: TOP 20%
- 97% of orders delivered to customers complete and on-time
- 95% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 43 days

INDUSTRY AVERAGE: MIDDLE 50%
- 89% of orders delivered to customers complete and on-time
- 78% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 51 days

LAGGARD: BOTTOM 30%
- 72% of orders delivered to customers complete and on-time
- 65% of orders received from suppliers complete and on-time
- Average cash conversion cycle - 78 days

Source: Trading Partner Enablement for Multi-Enterprise Supply Chains, Aberdeen Group, March 2010.

KEY FEATURES

Make sure you have the right technology to maximise your internal productivity while also optimising your relationships with key customers and suppliers.

Greentree's EDI offers all the capabilities to keep you best in class, including:

Inward Document Management

Handles sales orders, accounts payables invoices and credits.

Outward Document Management

Handle accounts receivables invoices, credit notes, purchase orders and advanced shipping notices.

Enveloped Document Handling

Improve document handling efficiency; documents can be handled either singly or within an electronic document envelope.

Document Mapping

Document fields are mapped to the Greentree EDI system with user controls for future changes.

Approved Customer Management

Customer defined rules ensure accurate management of records.

Approved Supplier Management

Similarly, suppliers are set up with rules to manage communications and handling of records.

Integration with Microsoft Office Outlook®

Emails can be generated and sent automatically, or generated and queued for approval according to rules.

Validation Rules and Alerts

Transactions and exceptions with partners are processed according to established rules.

Security

Protect the integrity of your valuable business information through secure logins.

Customer Prioritisation

Identify and prioritise high value customers.

Back Order Management

Take full control of back orders including allow/disallow, automatic release and partial or complete fulfilment.

Familiar, Easy-to-use Interface

A clear, intuitive web interface consistent across the entire Greentree ERP suite.

Fully integrated

Outgoing EDI documents are dispatched at point of entry in Greentree. Approved incoming transactions are immediately available for action.

Supported file formats

Supports the following document file formats: XML, CSV, FLV.

Supported delivery methods

Document transmission can be by the following methods: email, FTP, http(s), UNC file copy.

Important notice: Microsoft, Windows and Outlook are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries.

CASE STUDY: Integrated Automation

CHALLENGE For Australian automation products supplier, Integrated Automation, the decision to adopt EDI didn't so much arise from a set of problems, as present itself as an opportunity to improve.

"We were manually entering products and pricing into an order form and faxing it through to suppliers who then had to manually enter it into their systems again," says Managing Director, Armin Fahnle. "EDI seemed like a great opportunity to save time and reduce the errors that were creeping in with human double data handling."

SOLUTION Integrated Automation's list of requirements was concise but demanding. The solution had to comply with industry standards, have excellent field mapping and the flexibility to allow them to work with a number of suppliers. They investigated the option of building a solution in house but Greentree's EDI fitted the bill precisely and was immediately available.

RESULTS The results have been exactly as expected; faster order processing especially on larger more complex orders and bypassing human error with the associated costs of incorrect orders. But there's been one unexpected advantage; Greentree's EDI works so smoothly that staff at Integrated Automation have almost forgotten they use it.

For more information visit
www.integratedautomation.com.au

INTEGRATED AUTOMATION

PREROGATIVE
Greentree ERP System Specialists

For more information about
Greentree & ERP Software
please get in touch:

info@prerogative.co.uk
0870 752 2971
www.prerogative.co.uk

Greentree®
PARTNER IN PRIME