



Retail

Microsoft D365 & LS Retail Solution for Retail

Streamlining operations

Merchandise to Margins – Under Your Control

The Retail industry – highly consumer driven – witnessed accelerated consumer trends and a greater urgency for retailers to address new marketplace realities amidst the recent economic turmoil. Increasing commodity costs, price wars, wafer-thin margins, high operating costs, unstable supply base, high regulatory standards and absence of actionable consumer information are constant challenges to retailers in attaining operational effectiveness and profitability. The pressure is surmounting as a result of countless choices, rise of multichannel buying, diminished consumer loyalty and the growth of digital media – collectively influencing purchase decisions.

There is a dire need for retailers to create value, fiercely reduce operating costs and mitigate risks throughout the entire enterprise. The retailers must enhance & personalize the in-store experience while simultaneously engaging in multi-channel practice to meet the demands of sophisticated consumers. The focus should be on delivering consistently high level of customer service to achieve persistent loyalty in the highly competitive retail industry.

An enterprise wide monitoring & control system is therefore a necessity in the new retail setting – a system that connects warehouses, stores, online business, POS and back-office to help achieve real-time operational excellence & manage multiple channels seamlessly.

Alletec Retail Solution

Alletec Retail Solution – designed to address the needs of diverse retail spheres – provides integration across point of sale, store management, supply chain, merchandising and financials. It enables the retailers to gain insight, operate with agility, exceed consumer expectations, and build enduring loyalty with superior time to value. This in turn empowers dynamic retailers to deliver the complete shopping experience and connect with the right people, at the right time and across multiple channels.

The categories of retail addressed by the solution include:

- Food & Groceries
- Apparel & Accessories
- Lifestyle
- Beauty & Wellness
- Books and Stationary

The solution – built on Dynamics AX Retail and Dynamics NAV – LS retail – is scalable, robust & flexible. Configured to meet the needs of modern retail, it reduces complexity of the retail environment and lets retailers focus on what matters most –merchandise, distribution, promotions, margins and customer service. Furthermore, the flexible solution architecture makes integration with stand-alone external systems possible, thereby simplifying deployment.

AX Retail

Enabling dynamic retailers to deliver “the complete shopping experience”

Microsoft Dynamics AX Retail helps retailers

- Connect to Customers
- Empower Employees
- Execute with Insight

It integrates POS, Omni-Channel Management, Store Management, Merchandising, Order & Supply Chain Management, Financials, CRM, Online Storefront & Content Management, Centralized e-Commerce Management and more to deliver full visibility across the entire retail business operation while empowering your users.

LS Retail – NAV

LS Retail is an End-to-End Retail Solution powered by Microsoft Dynamics NAV. It uses a single application to cover store to headquarters; POS terminals, store systems, inventory, merchandising and all the back office functions required at head office.

LS Retail NAV allows retail businesses to

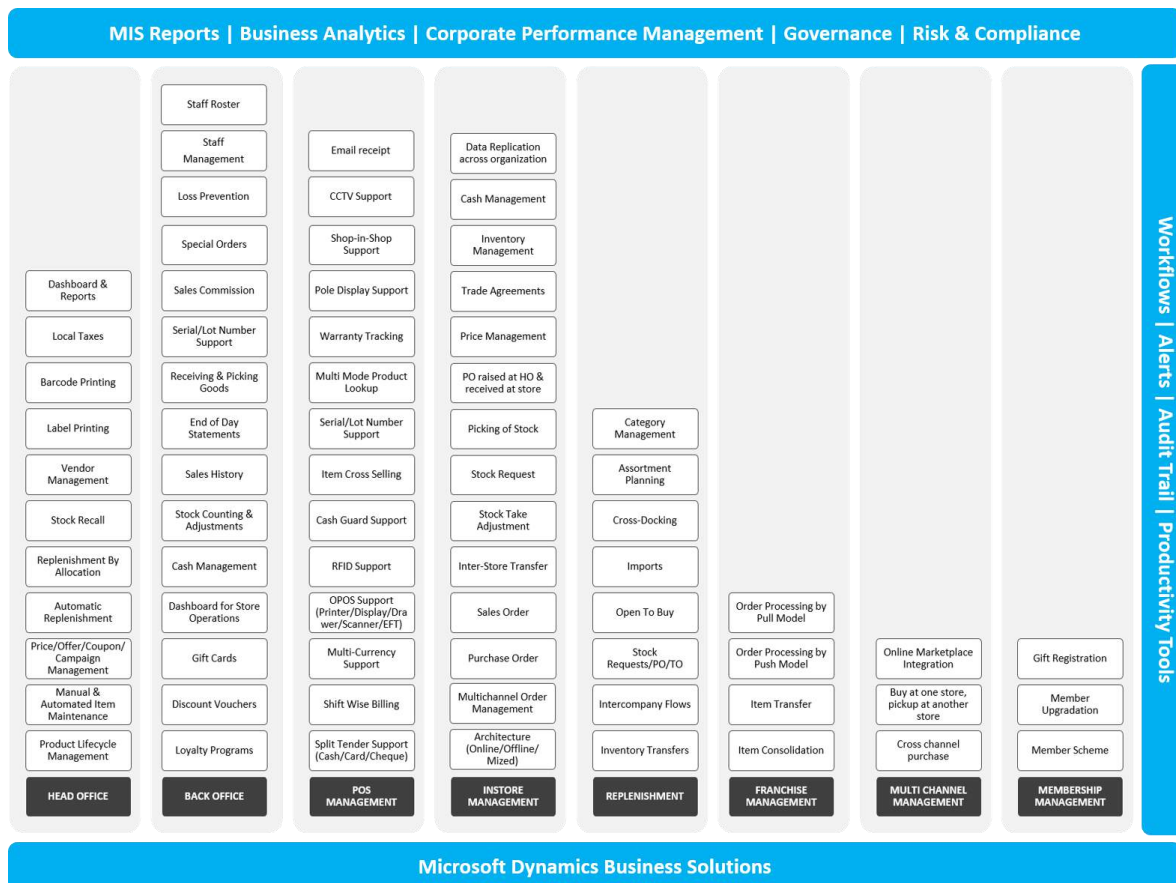
- Raise Productivity
- Make processes transparent & efficient
- Gain Business Insight
- Scale in size & business

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The Seamless Approach

Alletec Retail Solution maximizes business value by enabling enterprise-wide process visibility, data access and near-instant performance reporting. It allows the retailer to plan commodity replenishment and make sure that the inventory matches the demand for the particular period. The inventory flow can thus be timed accurately to ensure fresh merchandise at all times and a healthy turnover rate. There is a built-in scheduling mechanism that can be used to run batch transfer of data between head office and store or from store to POS terminals. It gives the store manager total control of activities within the store and facilitates constant tracking of goods flow all the way from supplier to the store and then back to accounting.

By automating the store – saving time and money, increasing accuracy and productivity, and managing personnel effectively – the solution reduces operating costs and helps create a strong bottom line. It also helps aggregate & analyze customer data to gain insight into business needs & performance and facilitate decisions, in turn helping retailers to create new and compelling customer engagement scenarios & build loyalty.



Manage Critical Functions with Flexible Solution Architecture

Solution Pay-Off

Alletec Retail Solution based on Dynamics AX Retail and Dynamics NAV – LS retail enable large and mid-sized enterprises to

- Improve Merchandise Planning, Assortment Planning & Options Planning
- Reduce Inventory Costs, increase Sales, minimize Stock outs & improve Vendor Management with tight integration between Sales & Supply Chain
- Maintain real-time synchronization between warehouses & stores due to centralized sales & Inventory Management
- Minimize staffing needs with automated order processing work flows
- Streamline order processing and fulfillment process with robust & automated Order Management capabilities
- Serve customers effectively whilst maintaining tight control over business processes with efficient POS Management
- Maintain personalized communication & offer loyalty benefits to frequent customers identified with sales data analysis
- Improve Cash Flow Management with integrated Financial Management
- Track key metrics with performance dashboard view
- Make better merchandising decision with availability of clear & objectives business reports

Alletec

All e Technologies (Alletec) has been a leading provider of Business Solutions & IT services to Growth Companies since 2000. A Microsoft Dynamics Gold Competency Partner and MasterVAR – Alletec has been servicing customers pan-India, Middle-East, APAC, Europe, USA and Africa. Alletec has been engaged with Microsoft on product engineering and has also developed several industry solutions.

Solution Extensions

Alletec provides industry-specific applications and custom extensions to help businesses accelerate and extend their ERP solutions.

- **Customer Relationship Management Solutions** – Microsoft Dynamics CRM improves new customer acquisition rate for increased revenue, while forming tighter bonds with existing ones. This is facilitated through automation of sales, marketing and services functionality.
- **Collaboration Solutions** – Microsoft SharePoint makes it easier for people to work together by providing a common collaboration platform. It simplifies Enterprise Content Management, streamlines Project Management and improves Report Sharing by giving need based access to databases, reports, and business applications.
- **Business Intelligence Solutions** – Alletec BI Solutions drive better and informed business decisions through query and reporting, online analytical processing (OLAP), statistical analysis, forecasting and data mining.