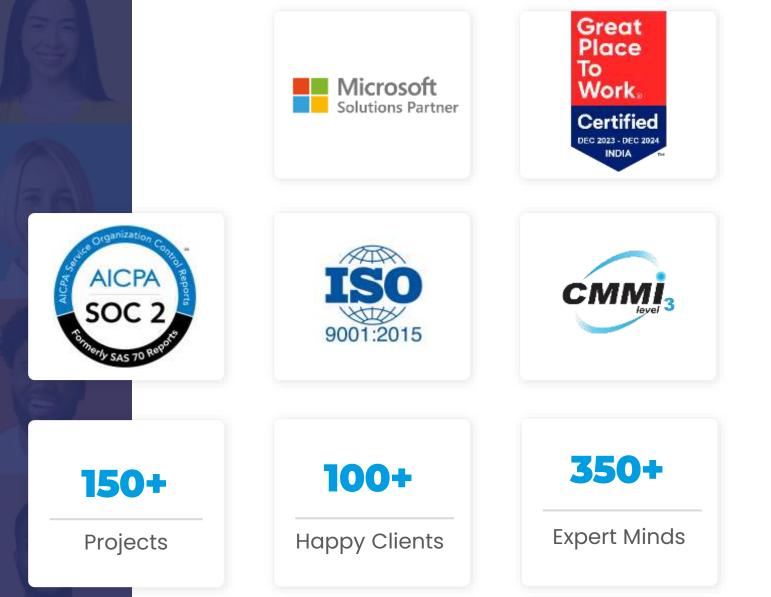
Accelerate Business

About DynaTech

Unified Purpose, Shared Journey

DynaTech Systems stands out as a comprehensive and flexible solution for businesses looking to leverage technology to drive growth and innovation.

As thought leaders in digital transformation, we deliver cutting-edge solutions and industry best practices. From consulting and proof of concept to end-to-end implementation and custom solutions, our expertise ensures your success.



What Sets Us Apart

DynaTech's Competitive Advantage



Global Work Experience (USA, Europe, Asia) for seamless rollouts Successful Deployment of 150+ Microsoft Dynamics Projects



A single-stop shop for all of Microsoft's Business Applications



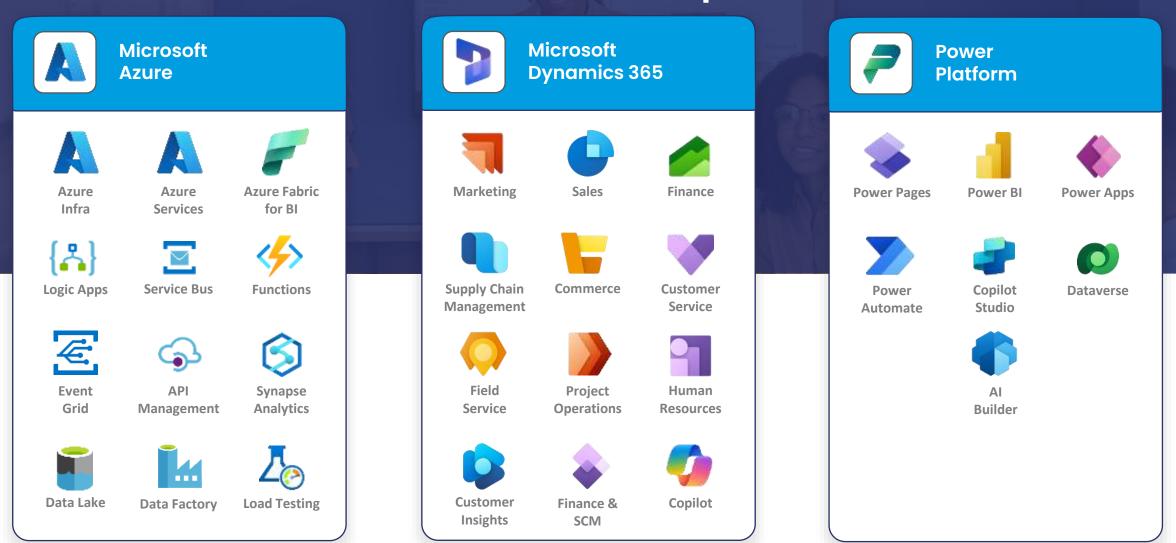
In-house QA Teams to ensure Information and Data Security Empowering businesses in Manufacturing, Retail, Education, and more



Strategic Approach Resulting in Quick Turnaround & Solutioning

DynaTech

Microsoft Cloud Capabilities



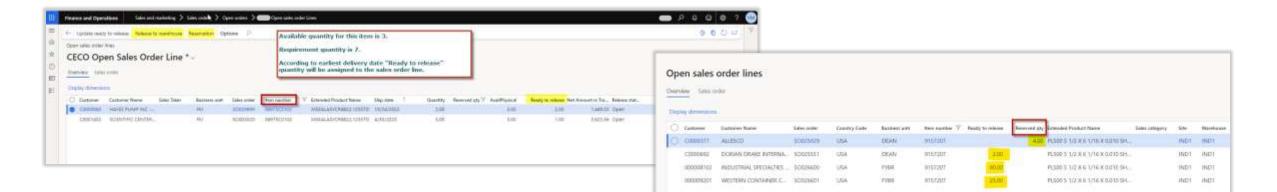
USA | CANADA | UK | INDIA

Manufacturer's Accelerator



- We've introduced the "Ready to Release" and "Reserved Quantity" fields in the open sales order line form.
- The purpose of the "Ready to Release" field is to enhance efficiency in stock reservation. It considers available on-hand stock and the earliest delivery date of sales order items.
- This field acts as a stock identifier, automatically suggesting the ready-to-release quantity for the same items based on stock availability and order delivery schedule.
- Additionally, users can perform reservation and release-towarehouse processes directly from this page.

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- Users previously released factory orders without sufficient raw materials.
- They followed a manual process, opening production orders based on the earliest delivery date of the same finished goods (FG) items.
- After checking raw material on-hand stock, they performed the reservation process.
- To improve efficiency, we introduced the "Ready to Release" and "Reserved Quantity" fields on the production order and Bill of Materials (BOM) screen.
- The "Ready to Release" field considers available on-hand stock of raw materials and the earliest delivery date of the FG item.
- It suggests the ready-to-release quantity for FG items based on stock availability and order delivery schedule.

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- > Users previously maintained an Excel backlog report for planning and production activities to achieve order delivery on time.
- > To simplify shipment and Material Requirements Planning (MRP) processes, we created a Backlog Report in D365 F&O.
- > We improved the existing open sales order line report based on user needs. The report includes sales order line details such as:

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Item details	Production orders
Quantity	Purchase orders
Delivery date	Max. production date
Net amount	Max purchase date
Customer details	Planning delay days
Delivery reminders	Sales order header notes
Available physical quantity	
Business unit	

Planned orders

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- Partial delivery functionality allows delivering a portion of a customer order or a specific quantity of items from a sales order, rather than the entire order at once.
- Useful when raw items are not available simultaneously or when delivering goods in multiple shipments is more efficient.
- Enables organizations to fulfill customer orders based on inventory availability, preventing delays.
- Integrated within MRP, it reduces end-to-end lead times by delivering partial quantities, improving responsiveness.

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Now we will run the Partial Delivery Schedules Engine for Quantity 2

Navigation Path : sales order Line (Line Level) > Partial Delivery > Insert the Spilt Qty

Let's update the master planning and cross-check the "To-Date" we are getting for planned orders in relation to those split quantities.

Notably, the partial delivery scheduled engine dates precisely match the planned order dates.

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Automated packing slip creation against purchase orders for subcontracting streamlines workflows and minimizes manual data entry errors.

- Users manually created packing slips outside of D365 in Excel.
- To reduce manual efforts, we developed an in-D365 service for packing slip creation.
- Purchasing users can now send packing slips directly from the purchase order when vendors collect materials from the CECO warehouse.
- Information is automatically fetched into the packing slip based on the requested data format.
- We implemented custom email sending functionality within D365, allowing users to send emails to vendors directly from the purchase order.
- > Email logs are available, and custom attachments can flow along with PO confirmations and packing slips.

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Provide visibility of subcontracting orders on the Planned Order and Item Net Requirement pages to prevent scheduling orders in the absence of inventory.

- Planned Orders and Net Requirements forms lack indicators for factory orders with outside service purchase orders.
- Planners may schedule orders even when inventory is insufficient for outside service items.
- The Purchasing department confirms orders with vendors, unaware of the issue, leading to delays in the outside service process.
- We propose adding an indicator to notify planners of factory orders generating outside service purchase orders, allowing material availability verification before confirmation.

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Provide Visibility Of Sale Order From Outside Service Purchase Order.

- Purchasing department must go through each factory order associated to outside service to identify for which sales order this outside service PO inventory is going to be used.
- In most cases one outside service PO is linked to many sales order's requirement hence for Purchasing department it takes 30 to 40 minutes to identify related sales order details.
- To fulfil the requirement, on the purchase order page, we will build a fact box which include all sales order details which is linked to that particular outside service purchase order.

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- The Shortage report provides visibility for items required to schedule or start production orders (primarily BOM items).
- It also indicates whether planned orders, production orders, or purchase orders have been prepared for those BOM items.
- The report includes details such as planned order dates, customer names and IDs, warehouse information, and required quantities.
- This visibility helps planners determine which orders need scheduling, including sub-BOM items.
- > A scheduled batch job ensures data updates.
- Real-time updates enable informed decisions and reduce the time spent switching between forms to check item shortages.
- Shortage items are fetched from the production order explosion.

Shortage Report - Design

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The goal is to consolidate product information on a single page for efficient material procurement strategies based on item usage history.

- The functionality showcases item usage along with purchase details and lead time.
- > Key columns include:
 - > Item details: Description and available physical quantity.
 - Item usage: Quantity used in the past 1, 3, 6, and 12 months.
 - > Purchase details: Purchase lead time, price, last PO unit price, last PO quantity, reorder point, open PO quantity, quantity received in 12 months, and minimum order quantity.
 - > Supplier details: User-selectable supplier.
- > References for item usage are provided.
- Data is collected from various forms for better visibility of the selected item.

Item usage and Purchased Qty Overview Page

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- > This functionality has an ability to print multiple item label at one click of the user.
- There is a standard form in D365 for label printing, but the problem lies on the point of printing.
- It only gives the ability to print one item label at a time, so printing multiple item labels becomes a task for the user.
- Modifications in the code has been done in a way that multiple items can be selected to print the labels.

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Label Item as of now in D365

Label Item after the modification in the code

The goal is to access inventory issue quantities for each Bill of Materials (BOM) line in the max report as finished, enabling accurate determination of expected delivery dates for customers.

- Max Report as Finished: Provides inventory data for BOM lines, including production, inventory, and sales order consumption.
- Problem: Planners couldn't see inventory consumption on this page, requiring navigation to item net requirements.
- Solution: Add consumption fields to the max report as finished page and enable quick access to item net requirements.
- > Example: For item "A" composed of "Part-1" and "Part-2," system checks child items' stock to determine maximum production quantity.
- > Benefits: Improved visibility and time savings for planners.

The system's report is contradictory. It says you can make 2 more pumps, but your motor requirements are already overbooked by -2.

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To improve order life cycle efficiency, streamline workflows across departments for smooth order processing, from booking to delivery and billing.

Case Management and Automation

- > Leveraged D365 standard case management functionality.
- > Customized workflows to align with business needs.
- > Created two workflow categories: Sales OE (for original equipment orders) and Sales AM (for after-market orders).

Workflow Process

- > OE involves departments like application, engineering, purchasing, planning, production routing, and CSR.
- > AM depends on whether parts are made or purchased.

Departmental Activity

- > Departments initiate tasks after workflow creation.
- > Feedback and information flow to achieve timely order delivery.

To improve order life cycle efficiency, streamline workflows across departments for smooth order processing, from booking to delivery and billing.

Workflow Tracking

- > Time stamps track each department's progress.
- > Overall cycle time and wait time are measured for efficient management.

Workflow Status Automation

> Workflow status changes automatically based on Sales Order status (e.g., Shipped or Closed).

Reporting Workspace

- > Simple workspace shows workflow counts by brand.
- > Global workspace reports customer purchase order amounts to higher management.

To improve order life cycle efficiency, streamline workflows across departments for smooth order processing, from booking to delivery and billing.

Workflow BI Reporting Workspace

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1979) (C.1996)	Brand Department	(County)	Dean PO Amount		Fybroc PO Amount		Mefiag		Sellico	Count	Total PO Amount
Sethco 172.67K		Count	FOAmuum		FORMOUN	Count		Count	roamount	Coum	Porenoun
845.7 Sethco 172.67K	Application	4	33,474.30	9	806,090.86					13	839,565.16
158,74k	OE	4	33,474.30	9	806,090.86			-		13	839,565.16
	E CSR	25	245,397.72	21	1,236,203.74	3	55,381.96	6	59,475.32	55	1,596,458.74
	AM	6	24,007.43			3	55,381.96	4	36,459.30	13	115,848.69
	30	/19	221,390.29	21	1,238,203.74	-		2	23,016.02	42	1,480,610.05
	BOA Approval	1	1,786.39							1	1,786.35
	OE	1	1,786,39							1	1,786.3
Fybroc 5,485.27K	E Engineering	10	101,756.02	9	420,823.12	1				19	522,579.14
	OE	10	101,756.02	9	420,823.12	1				19	522,579.14
	Planning	17	138,700.20	13	937,391.26	2	47,973.26	4	45,108,10	36	1,169,172.8
Bræsd 🔮 Fytosc 🌒 Dean 🍪 Samco 🤭 Meltag	AM	5	22,531 53			2	47,973.26	3	22,130 72	10	92,635.5
	OE	12	116,168.67	13	937,391.26			1	22,977.38	26	1,076,537.3
	Production Routing	10	101,756.02	12	933,546.16			1	22,977.38	23	1,058,279.5
AM 300.31K	OE	10	101,756.02	12	933,546.16				22,977.38	23	1,058,279.50
	E Purchasing	20	222,922.71	15	1,151,210.00	3	55,381.96	4	45,108.10	42	1,474,622.77
	AM	4	14,314.36			3	55,381.96	3	22,130.72	10	91,827.04
	OE	16	208.608.35	15	1,151,210.00			1	22,977.38	32	1,382,795.73
	Total	25	845,793.36	21	5,485,265.14	3	158,737,18	6	172,668.90	55	6,662,464.58

- > Created for sales order serial number search.
- Includes other sales order details: department, product number, BOM & Route, sales price, shipping date, and customer information.
- Aims to simplify re-order scenarios, reducing manual inputs and Excel file comparisons.
- Enables users to perform tasks like serial number lookup, access product attributes, and view BOM details within a single interface.
- Facilitates prompt access to item details for customer reorder requests and collaboration across departments.
- > Globally accessible to all teams for efficient workflow.

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- > Created for sales order product configuration attributes.
- > Enables attribute search and comparison.
- Includes sales order details: department, product number, BOM & Route, sales price, shipping date, and customer information.
- > Aims to simplify re-order scenarios, reducing manual inputs and Excel file comparisons.
- > Users can perform tasks like serial number lookup, access product attributes, and view BOM details within the same interface.
- > Attribute filter functionality helps determine configured attributes across orders.

When users perform the product configuration process from the sales order line, the same configured attributes will appear in the customized product configuration form.

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Sales order comparison:

We have the capability to compare up to 10 sales orders simultaneously on a single screen, along with access to the BOM comparison report.

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General Impection	Not Required	Not Required	Nat Required
Hydro Pressure Containing, Non-Witness	Not Required	Not Rebuilded	Not Reputed
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Motor Type	EXPR PE 230/483-3-60	EXPE PE 230/480-3-80	EXPR PE 235/400-5-60
Package Type	Purrip & Metor	Pump 5. Motor	Pump & Motor
Performance, Non-Witness	Not Required	Not Repuired	Nut Required
Performance, w/ types Non-Witness	Not Repuired	Not Required	Not Required
Performance, w/ Nooh Witness	Not Regulated	Not Repuired	Not Resulted
Performance, Wilhess	Not Repuired	Not Required	Not Required
Pump Material	(20) Cast Iron	(50) IT16 5/5	(20) Cast inter
Pung Sea Requirement	Mechanical Seal	Mechanical Seal	Mechanical Seal
Quality Teer Down inspection w/ Perform	Not Required	Not Required	Net Required
See Eastoners	FO/ (V30H#)	PTPE(Tetern#)	EOH (Vitan #)
Seal Pace (Rotating)	Deblori	Carbon	Carton
Sell Face (Stationary)	Gerwynic	Ceranic	Cetavic
Seal Harduate	31855	11852	\$1855
Single Component Seal	Juny Crane Type 84	Rohn-Grane Type BA	Juin Crane Type 64
Six Point Sound Level Testing	Not Required	Not Repuired	Natt Required

BOM Comparison from Product configuration/sales order compare page:

User perform product configuration process from the sales order line and the same configured attributes will be appear in the customized product configuration form.

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Steel Add-on Metals Accelerator



While creating a new steel item, Item type master defines that which type of item it is. i.e. Hot roll coil, Cold rolled coil, Steel pipe, Steel bars, Plates etc. It also defines at different stages what will be the UOM, Configuration and Formula for the item type. Further the item type master is attached at the product dimension group.

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		Item Type ID COILSHEET CRC	Item Type Name Coll sheet COLD ROLLED COIL		er m Type Name bil sheet	Item Type Description Coil sheet	Item group Coil	Batch Attribute Group Coil Item				
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		Paint Item Type Steel Test Flack Test 004 Test001	Paint Item Type Steel test flack Test 004 Steel Testing	Linear Unit ft Mass Unit ft	Volume Unit Physical Dimensio ft	Seconda <u>ft</u> n Unit Purchase ft		Inventory Unit ft Sales Unit ft				
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				Configuration Sequence	Mass Formula MUF	Height	lo	Pieces	Thickness Type Yes			
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				SALES Sales Over delivery 5.00 Sales Under Delivery 5.00	PURCHASE Purchase Overdeli 10.00 Purchase UnderDe 10.00							

Density master is used for maintaining the density of an item variant. It is the range of width and thickness. For the set of range, a density is entered manually. This is attached at the formula designer to calculate the unit weight.

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	00001	0.90000	0.00000	100.00000	0.00000	200.00000				
	00002	0.90000	0.00000	100.00000	0.00000		Blossom-P	10	Big	
	00003	0.87870	0.00000	100.00000	0.00000	100.00000	-	0	Big	
	10001	1.98700	1.00000	100.00000	1.00000	100.00000		10	Big	
	A-1001	1.87687	1.00000	100.00000	1.00000	100.00000	Abbey	10	Big	
	bansari	0.70000	0.00000	100.00000	0.00000	100.00000				
	bansari	0.90000	0.00000	100.000	00.00000	200.00000				
	CF Testing	0.43520	0.00000	100.000		1,000.000		10		
	CL001	0.28830	0.00000	100.00000		1,200.000		10	Dark	
	CL001	0.28830	0.00000	120.00000		1,000.000	-	10	Dark	
	COILTEST1	0.28330	0.00000	100.00000			Blue	10 ft 6 in	Dark	
	COILTEST1	0.28330	0.00000	100.00000			Almond	10.5	Dark	
	COILTEST1	0.28330	0.00000	100.00000			Aluminum	130	Medium	
	COILTEST1	0.28830	0.00000	100.00000		2,000.000	Blossom-P	10	Big	
	COILTEST1	0.28830	0.00000	100.00000			Akaroa	11	Light	
	CS Coldrolled A653	0.28830	0.00000	120.00000	0.00000	1,000.000		10	Dark	
	CSSTEEL10	0.28335	0.00000	125.00000	0.00000	500.00000	Blacksolid	10.5	Dark	

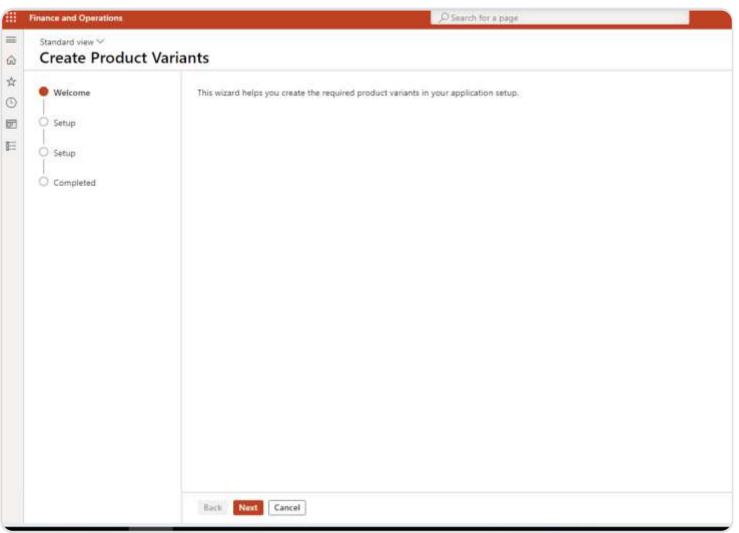
Configuration designer helps in designing the product dimension configuration for the item. This is attached at the item type master.

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Formula Designer is for designing the formula and assigning that to item type master, that helps in calculating the unit weight while doing the transactions.

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Product variant wizard is for creating multiple variants at a time. All the combinations are selected on the first hand and then the wizard is run for creating the multiple variants. N number of variants can be created at a time.



Product variant wizard is for creating multiple variants at a time. All the combinations are selected on the first hand and then the wizard is run for creating the multiple variants. N number of variants can be created at a time.

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Product variant wizard is for creating multiple variants at a time. All the combinations are selected on the first hand and then the wizard is run for creating the multiple variants. N number of variants can be created at a time.

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All the dimensions details of purchase order line is calculated through configuration and formula designer which is stored in fields Dimensions, Unit weight, Secondary unit, Secondary quantity.

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Multiple serial numbers can be created at a time and also the registration is done for the serial numbers.

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When there is a case of inventory return, this process helps in getting that reimbursed from the vendor. This is the process where we get the reimbursement in the form of future discounts on all the purchases from the vendor. This can be the fixed amount or the percentage of total invoice or it can be according to the quantity purchased.

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This form is used for tracking of serial numbers, starting from the serial number entering the warehouse till the sales of the serial number. It tracks everything like processing, changing the serial number or any process for that serial number.

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When there is a situation that involves the vendor warehouse in between, Then process of auto transfer inventory is used. When the serial numbers are created using serial number entry process and it is registered. It has been registered at the vendor warehouse and transfer order has been created for all the serial number created from vendor warehouse to company's warehouse.

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When a purchase order has been created from a sales order and the warehouse on sales is not the same which is on purchase then it automatically creates a transfer order to the sales warehouse. Either way it can be used is for packing slip on sales, while we post product receipt on purchase, if the Boolean of post packing slip is on then packing slip on sales automatically gets posted.

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When any of the item purchased needs to be done processing like paint, slit, emboss or anything then processing order is used to keep the track of the process and maintain the cost in the system. Processing order is nothing but a service purchase order.

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The serial number is processed, and a new one is generated through the processing order's serial number entry.

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Serial number here are used as the financial dimension to keep the cost tracking of a serial number in the system from purchase to sales.

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On hand inventory details with all the information including purchasing vendor, Aging, Inventory dimensions.

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When there are attributes/specifications attached to the item, it can be added under product specific batch attributes and it will appear on the line details on purchase order, sales order, Transfer order, Production order and Co-products.

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When there are attributes/specifications attached to the item variant, it can be added under product variant specific batch attributes and it will appear on the line details on purchase order, sales order, Transfer order, Production order and Co-products.

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When the steel item is added on the sales order, custom fields to enter its dimensions and configuration will appear and if it the normal item, these custom fields will not appear on the sales order.

Name	Delivery address	DELIVERY DATE Requested ship date	Simulate delivery dates	REFERENCES	DISCOUNTS	TRANSPORTATION	Lines Header Open order
DELIVERY ADDRESS	Contoso Retail San Diego V+	Requested ship date	Simulate delivery dates		DISCOUNTS	TRANSPORTATION	
Name	Contoso Retail San Diego V+	Requested ship date	Simulate delivery dates		DISCOUNTS	TRANSPORTATION	DISTRIBUTED ORDER MANAGEMENT
	456 Peach Road San Diego, CA 92114 USA	8/7/2024 Requested receipt date 8/8/2024	Confirmed ship date	Customer reference	Total discount % 0.00 WAREHOUSE Release status Open	Routes Carrier customer account number	DOM Status Not processed
Sales order lines							
+ Add line + Add lines Add produ	tts 🗓 Remove Select serial number	Enter Dimension Change View	Sales order line \checkmark Financials \checkmark In	ventory \checkmark Product and supply \checkmark Up	date line \vee 🛛 Warehouse 🛩 Retail	×	
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When there is a requirement to create a purchase order directly from sales order, Purchase order custom form will appear with all the details of the item and its dimension and only vendor needs to be added, and purchase order will be created.

reate purchase order that al Alget suarity is within jeen. Seatch for purchase agreements (Writer Arcusof No		
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When the transaction is for non-steel item, custom fields will not appear on the purchase order because of the toggle-based screen, toggle is set for the steel items.

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When the transaction is for non-steel item, custom fields will not appear on the purchase order because of the toggle-based screen, toggle is set for the steel items.

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When any transfer order needs to be created for any related purchase order, User can directly select the purchase order and select the serial number associated with that purchase order and transfer order can be processed.

Transfer orders Standard view ~ Transfer order: 0004	184						Lines Header Created
Transfer order header							11 12 Created 🔨
OVERVIEW Transfer number 000484 From warehouse 11 To warehouse 12	Ship date 8/8/2024 Receipt date 8/8/2024 Load Date	Load Port Delivery Date Ship to location name	Origin 0 Status Container Numbers	Purchase order 00002275 Vessel Shipping carrier	ETA Carrier Contact Sales Order	Mode Shipment Name BL Number	STATUS Transfer status Created
Transfer order lines							
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When a transfer journal has to be created then there is no need to enter all the data, Just we need to select the serial number, and all the details will be entered, we only need to modify the field which is required and process the transfer journal.

7	Transfer Standard	view 🗸							
-	00776 : Inve	entory transfer journal						Lines Header	
	Journal header deta	ils							^
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Select Serial Number on transfer journal: All the serial number with on hand inventory will be visible in the select serial number table.

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When we need to post movement journal for any of the item and there is no variant created for that item, then we can create the variant on the fly through enter dimension and if the variant already exists then we can directly select it through select serial number.

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To manage the batch attributes specific to customer, vendor or warehouse batch attribute template has been designed and we can specify if there are any specific instructions related to Sales or purchase order.

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Total 5 rows Different forms have been designed to store the information related to paint for the steel coils and one of the product dimension "Color" is used to track it. Also, there is a tab in line details on Purchase order, Sales order, Transfer order, Production order and Co-products to track the information.

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Carry trade or fixed price hedging can be managed through the hedging process. It helps to find out the actual profit earned when hedging was done for steel as a commodity.

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Hedging cost tracking through serial numbers.

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USA | CANADA | UK | INDIA

Sr. No.	Inventory and Sales Reports
1	Open sales order lines
2	Open sales order within 10% qty
3	Delivery tracking report
4	Inventory aging
5	On-hand batchwise
6	Aged inventory by sales agent
7	Overall inventory position
8	Aged inventory by customer
9	Borrowing base inventory aging
10	Inventory location snapshot
11	Inventory by location
12	Yield report by processor
13	Credit limit report
14	Serial number history
15	Cargo insurance

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000772	2.000000000 U5-006	Contoso Retail Portland	T0005	TelevisionHDTVX59052			White			1/23/2017	ea	-5
000776	1.000000000 US-027	Birch Company	A0001	HDMI 6' Cables						4/15/2017	Pcs	
000775	2.000000000 U5-027	Birch Company	A0002	HDMI 12' Cables						4/15/2017	Pcs	
000783	1.000000000 US-001	Contoso Retail San Diego	M0030	Professional speaker cable		.4	White			8/17/2017	ca	
000783	2.000000000 US-001	Contoso Retail San Diego	M0030	Professional speaker cable		6	White			8/17/2017	ea	
000784	1.000000000 US-003	Forest Wholesales	A0001	HDMI 6' Cables						8/25/2017	Pes	
000785	1.0000000000 US-004	Cave Wholesales	GA0001	Speaker5et Highline-41A						7/23/2020	pcs	
00081	91,000.000000000 US-002	Contoso Retail Los Angeles	TESTCOIL	TESTCOIL	Max+1.09+10.76_	10	Abbey	Big		10/6/2023	ю	1
000810	1.000000000 US-003	Forest Wholesales	GA0001	SpeakerSet Highline-41A						7/23/2020	pcs	
001761	1.000000000 US-001	Contoso Retail San Diego	A0001	HDMI 6' Cables						10/6/2023	Pcs	
001810	1.000000000 US-040	Contoso Retail USA	TESTCOIL	TESTCOIL	Max+10.432+10+.	. 10	Abbey	Бig		10/12/2023	lb	80
O 001835	1.000000000 US-002	Contoso Retail Los Angeles	TESTCOIL	TESTCOIL	Max+1.09+10.76	10	Abbey	Big		10/12/2023	lb	15
001885	1.000000000 US-040	Contoso Retail USA	TESTCOIL	TESTCOIL	Max+12.5454+12	10	Abbey	Big		10/13/2023	lb	1
001910	1.000000000 US-040	Contoso Retail USA	TESTCOIL	TESTCOIL	Max+1.09+10.76_	10	Abbey	Big		10/13/2023	lb	10
001911	1.000000000 US-040	Contoso Retail USA	TESTCOIL	TESTCOIL	Min+10.988+15+	10	Abbey	Big		10/13/2023	lb	5
001935	1.000000000 US-040	Contoso Retail USA	A0001	HDMI 6' Cables						10/16/2023	Pes	8
001960	1.000000000 US-040	Contoso Retail USA	TESTCOIL	TESTCOIL	Max+15.763+10+.		Abbey	Big		10/20/2023	ib	10
002085	1.000000000 US-001	Contoso Retail San Diego	10001	10001	Mar+20.098+20+.		Abbey	Big		11/28/2023	fb	9
002110	1.000000000 U5-002	Contoso Retail Los Angeles		10001	Max+20.098+20+,		Abbey	Big		11/29/2023	ю	з
002135	1.000000000 US-001	Contoso Retail San Diego	A-1001	A-1001	Min-10.987-20-Mir		Abbey	Big		12/15/2023	lb	1
002161	1.000000000 US-061	Contoso Retail San Diego	A-1001	A-1001	Min-10.987-20-Mir		Abbey	Eig		7/17/2024	lb	50
002210	1.000000000 US-001	Contoso Retail San Diego	SteelCoil1	Steel coil 1	1.25NOM3001HTS	10.5	Grey			8/8/2024	15	5

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00001630	Slitting	Sitting	1001	Acme Office Supplies	450,00	430.00	20.00	95.56	4.44 F0020F	00001628	FOOZOF	MNBC	800.00 00002	
00001451	Slitting	Slitting	1001	Acme Office Supplies	1,000.00	800.008	200.00	80.00	20.00 HB016H	00001450	НВ01ВН	HETEST-004	6,000.00 HBSTEELTEST	
00001451	Stitting	Sitting	1001	Acme Office Supplies	1.000.00	750.00	250.00	75.00	25.00 HB028H	00001450	HB02BH	HBTEST-004	7,500.00 HBSTEELTEST	
00002301	Slitting	Slitting	1002	Lande Packaging Supplies	10,000.00	10,000.00		100.00	JKL0T1	0002300	(KL011	W5R1231	10001	
00001376	Slitting	Slitting	1002	Lande Packaging Supplies	500.00	416.00	90.00	82.00	18.00 SA01NC	00001375	5A01NC	uytghjm	Paint Item	
00001376	Slitting	Sitting	1002	Lande Packaging Supplies	500.00	430.00	70.00	86.00	14.00 SA02NC	00001375	SA02NC	uytghjm	Paint Item	
00001376	Slitting	Slitting	1002	Lande Packaging Supplies	500.00	400.00	100.00	80.00	20.00 SA03NC	00001375	SADENC	uytghjm	Paint Item	
00002202	Slitting	Stitting	1001	Acme Office Supplies	100.00	70.00	30.00	70.00	30.00 SDG01GDS	00002200	SDG01GDS	10001-1	900.00 10001	
00001578	Slit1	SSt1	1002	Lande Packaging Supplies	7.00	7.00		100.00	TG02AS	00001550	TG02AS	DEWWIE	Steel Coil2311	
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00001577	Slitting	Slitting	1001	Acme Office Supplies	100.00	80.00	20.00	80.00	20.00 VC01CV	00001576	VC01CV	VCXSA.	1,000.00 00001	
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Contoso Europe	DE-001	0.00	4,169,277.75	0.00 Net 10 days	0.00	0.00	0.00	0.00	
Contoso Retail San Diego	U5-001	643,241.75	50,961,092.00	300,000.00 Net 10 days	5,750,00	0.00	0.00	3,833.33	-20,134,53
Contoso Retail Los Angel.	US-002	1,068,000.00	30,356,171.00	500,000.00 Net 10 days	33,750.00	0.00	0.00	57,750.00	-3,278,00
Forest Wholesales	US-003	67,834.18	520,026.00	400.000.00 Net 45 days	0.00	0.00	0.00	0.00	315,57
Cave Wholesales	US-004	1,040.00	26,000.00	250,000.00 Net 45 days	0.00	0.00	0.00	0.00	248.96
Contoso Retail Seattle	US-005	0.00	15,425.00	250,000.00 Net 10 days	0.00	0.00	0.00	0.00	250,00
Contoso Retail Portland	US-006	0.00	109,726.00	250,000.00 Net 10 døys	0.00	0.00	0.00	0.00	250,00
Desert Wholesales	US-007	0.00	64,886.00	400,000.00 Net 45 days	0.00	0.00	0.00	0.00	400,00
Sparrow Retail	US-008	5,031.74	203,191.00	20,000.00 Net 45 days	0.00	0.00	0.00	0.00	-910,26
Owi Wholesales	US-009	2,000.00	4,000.00	1,000,000.00 Net 45 days	0.00	0.00	0.00	0.00	994,00
Sunset Wholesales	US-010	531,250.00	237,600.00	400,000.00 Net 45 days	0.00	0.00	0.00	0.00	-131,25
Contoso Retail New York	US-012	25,020.00	339,771.00	400,000.00 Net 10 days	0.00	0.00	0.00	0.00	374,99
Contoso Retail Chicago	US-015	159,375.00	120,555.00	100,000.00 Net 10 days	0.00	0.00	0.00	0.00	-187,46
Contoso Retail Detroit	US-018	31,800.00	310,086.00	350,000.00 Net 10 days	0.00	0.00	0.00	0.00	201,50
Orchid Shopping	U5-020	104,000.00	74,847,00	250,000.00 Net 10 days	0.00	0.00	0.00	0.00	146,00
Otter Wholesales	US-021	0.00	2,500.00	250,000.00 Cash on delivery	0.00	0.00	0.00	0.00	250,00
Contoso Retail Virginia	US-022	200,000.00	209,506.00	150,000.00 Net 10 days	0.00	0.00	0.00	0.00	-259,50
Shrike Retail	US-023	573.02	86,789.00	250,000.00 Net 45 days	0.00	0.00	0.00	0.00	249,42
VeRow Square	US-024	316,500.00	88,170.00	250,000.00 Net 30 days	0.00	0.00	0.00	0.00	-159,51
Birch Company	US-027	2,150.61	76,880.00	100,000.00 Net 10 days	0.00	0.00	0.00	0.00	22,44
Contoso Retail Miami	US-028	210,000.00	2,733,774.00	100,000.00 Net 10 days	0.00	0.00	0.00	0.00	-2,845,80
Contoso Retail USA	US-040	9,331,100.00	37,783,000.00	0.00 Net 10 days	0.00	0.00	0.00	552,925.00	
	115-104	0.00	050.000.00	0.00 Net 30 days	0.03	0.00	0.00	0.00	

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	000697	4.0000000000 DE-001	Contoso Europe	D0003	StandardSpeaker					13		001	Home	
	000697	2.0000000000 DE-001	Contoso Europe	L0001	MidRangeSpeaker2					13		001	Home	
	600697	3.000000000 DE-001	Contoso Europe	P0001	AcousticFoamPanel					32		001	Home	
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	869000	10.000000000 US-001	Contoso Retail San Diego	T0003	SurroundSoundReceive					21		001	Home	
	869000	5.000000000 US-001	Contoso Retail San Diego	T0001	SpeakerCable		10			21		001	Home	
	000698	8.000000000 US-001	Contoso Retail San Diego	T0002	ProjectorTelevision					21		001	Home	
	000698	3.000000000 US-001	Contoso Retail San Diego	P0001	AcousticFoamPanel					32		001	Home	
	898000	2.000000000 US-001	Contoso Retail San Diego	L0001	MidRangeSpeaker2					13		001	Home	
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	000698	9.000000000 US-001	Contoso Retail San Diego	70005	TelevisionHDTVX59052			White		21		001	Home	
	000699	9.000000000 US-002	Contoso Retail Los Angeles	10005	TelevisionHDTVX59052			White		21		001	Home	
	000699	1.0000000000 US-002	Contoso Retail Los Angeles	D0001	MidRangeSpeaker					13		001	Home	
	000699	4.0000000000 US-002	Contoso Retail Los Angeles	50003	StandardSpeaker					13		001	Home	
	000699	2.000000000 US-002	Contoso Retail Los Angeles	L0001	MidRangeSpeaker2					13		001	Home	
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CONTEST1	COIL_3	Big	1	10	11	Blossom-P	Nom-1.2-210						0.0000000000 1001
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COLTEST1	COIL_6	Medium	1	130	11	Aluminum	Min-1.2-125						0.000000000 1001
CONTESTI	COIL_7	Medium	1	130	11	Aluminum	Min-1.2-125						0.000000000 1001
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Steel Add-on Project Management & CRM



The initiation of the process commences from the CE side with the establishment of a Master Opportunity, which corresponds to the Project ID in Finance and Operations (F&O). This progression encompasses a sequence of stages, including Bidders, Opportunities, Opportunity Product Line, Schedule of Values, Merging Quotes, Funding Source & Rule, culminating in the Creation of Order.

In the final phase, a new Project ID is generated, designated with the Project Type "Time & Material." Concurrently, an Estimated Sales Order and a SOV Sales Order are also produced, each associated with the respective Project ID. This systematic approach ensures a cohesive and efficient workflow from inception to completion.

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As per the scope and requirement of client's business process, here we have customized client's Sales Order Status i.e Estimated, SOV & Sequenced.

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The Sequenced Sales Orders are derived from the Sequence Calculator functionality, which has been developed on the Customer Engagement (CE) side. These orders are subsequently linked with the corresponding Project ID in Finance and Operations (F&O). Additionally, we meticulously document the Sequence ID, Sequence Description, and Project Brand. Furthermore, these Sequenced Sales Orders are integrated with the ensuing nodes within the Work Breakdown Structure in F&O, ensuring a comprehensive and interconnected project management system.

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An essential functionality has been developed to meet the specific requirements of client. This functionality automates the creation of product variants for steel products, which is triggered by the Sales Order Sequence ID. The newly created product variant is then associated with the corresponding project, facilitating a seamless process flow within the system. This feature represents a significant advancement in streamlining operations and enhancing project management efficiency.

Generate Sequence Button: Here the functionality is to generate the WBS from the specified WBS template in F&O with the related data and the same generated WBS will be created in CE with Dual Write for the further scope of WBS Audit log.

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As per the business requirement we have created different columns in WBS like Production Commencement Confirmation, Shipping Customer Confirmation, Sequence Specific, Sequence Id,

Work Breakdown Structure Matrix Screen Enhancement

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Production finish based on the Production Stages.

In addition to the advancements, our team has diligently executed the development of Revenue Recognition and billing protocols for Sales Order Shipments. We are currently engaged in the integration of the Desgo 3 and Desgo 4 costing software into the Finance and Operations (F&O) framework from the Customer Engagement (CE) side along with relevant data, aligning with the operational requisites of client's Business Process. This initiative is pivotal in enhancing the operational efficiency of the organization.

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