

MAX

# CONSIGNMENT

Keep track of your inventory no matter where it is.



**The MAX Consignment module enables companies who sell products using a consignment sales model to account for consigned inventory and manage the consignment sales process in their MAX system – without the need for off-line tracking using spreadsheets or manual lists.**

There are times when many manufacturers need to consign inventory rather than sell it outright. Sometimes customers are reluctant to commit to large capital expenditures until they've had a chance to try a product for themselves. Demo or loaner models may be at a customer site for a trial period or to test out new products or features. The unfortunate truth is that most ERP systems can't tell the difference between a change in possession or location and a change in ownership. That forces companies who use this business model to manage their inventories off line, using cumbersome and error-prone manual methods and spreadsheets.

There's a better way, and MAX provides it. MAX Consignment incorporates the ability to manage consigned goods right in your MAX system. Inventory can be transferred to consignment using a built-in transaction that keeps on hand balances accurate while ensuring accurate accounting for all assets and liabilities. There's no need to keep manual lists or to continuously check

with your customers. MAX Consignment provides up to the minute reports on all your consigned goods.

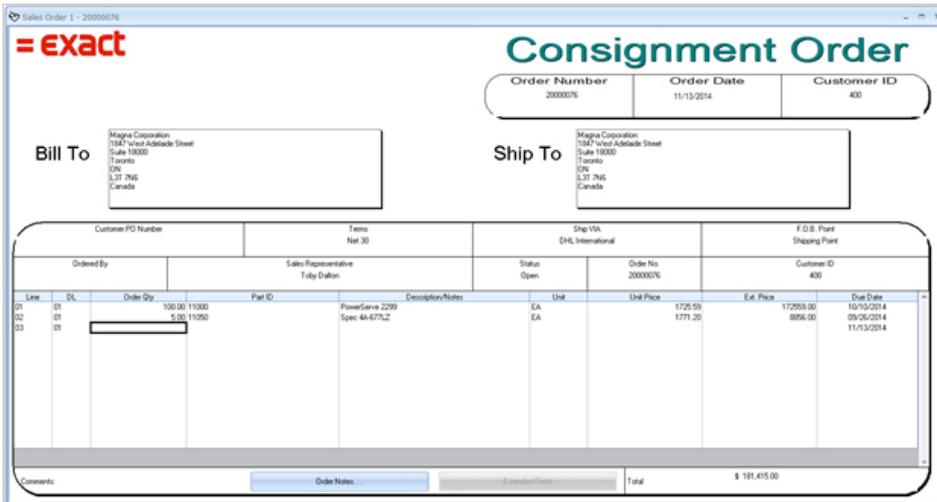
When your customer decides to purchase the consigned inventory, it's easy to generate an invoice and transfer ownership of the equipment to the customer so everything stays accurate and in balance. There's no need for time-consuming checklists and reconciliation processes. MAX handles the entire consignment process as simply and easily as it does all your business processes. You save time and resources while improving customer service and system accuracy.

### Maintain Control of Inventory

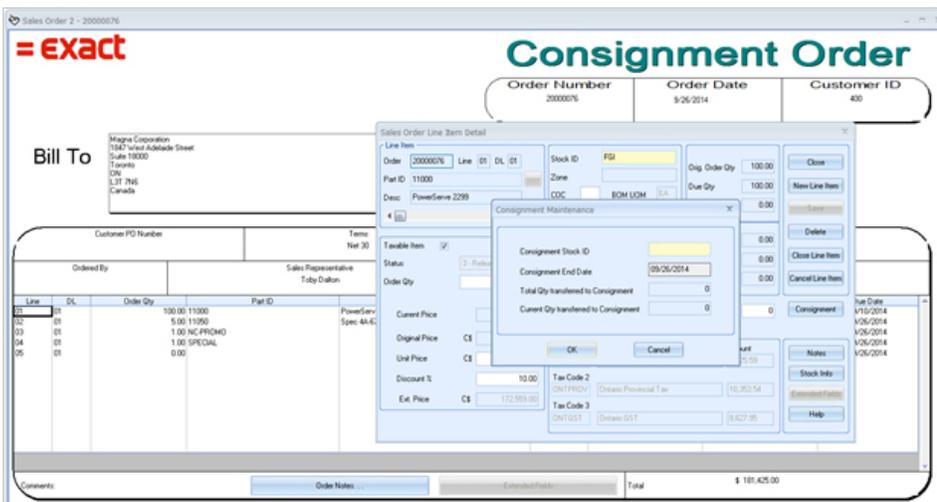
- Keep on hand balances accurate so available-to-promise and MRP calculations stay on target without forcing users to make offline adjustments.
- Easily transfer goods to consignment using a standard transaction – no need for manual lists or spreadsheets to track goods on consignment.

### Streamline Financial Management

- Rest assured that assets and liabilities are properly calculated so financial statements are accurate without the need for adjusting entries to reflect inventory on consignment.



The MAX Consignment module makes it easy to enter a consignment order and add line items to be consigned.



You can quickly and conveniently transfer items to consignment and manage consigned inventory all within MAX.

- Enjoy the fact that's there no need to work outside the system to create manual shipments or to suppress unwanted invoices. MAX handles the entire process seamlessly.

**Access Simple & Accurate Reports**

- Easily see risk and exposure from consigned equipment without wasting people's time tracking goods manually.
- Since consigned inventory continues to show as a company owned asset, you'll see more accurate financial statements.
- Quickly access reports on all consigned goods within MAX. There's no need to track consigned equipment manually.

Using a consigned inventory business model and sales methodology is ideal for companies in capital equipment or medical device manufacturing, as well as any company that provides demo or loaner systems for customers to test or try before they commit to buying. In fact, any product that is expensive or unproven may be a good candidate for consignment. Customers can try out a new product in their own environments and fall in love with the benefits it provides, while the manufacturer avoids the risk and hassle of tracking consigned inventory manually. Customers can defer the capital investment until they are convinced of the product benefits, which can shorten the lengthy sales cycles that capital equipment often requires.

While not all companies choose to sell their products on consignment, those that do find it to be a potent tool to help differentiate them from competitors and to gain market acceptance and an installed base for new products. MAX Consignment makes it easy for customers who choose to sell using the consignment model to manage and track sales and inventory without the hassle of offline transactions and manual side systems.

- Accomplish month-end faster and more smoothly without the need for manual tracking of consigned inventory.
- Process invoices through the standard system when your customer accepts the consigned equipment.

**Automate Sales Order Management**

- Let your customers test new products or new models without the long process of capital expenditure approval.
- Automatically create sales orders and invoices when your customer accepts the consigned equipment.