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# Contents

**1**

Introduction

**2**

B2B Web Portal

**4**

Sales Agent Portal

**6**

Purchase-to-Pay (end-to-end)

**8**

Empower Your Critical Path Through Automation

**10**

Reporting & Analytics

**13**

Take Advantage Of Modern Technology That Adapts  
With Your Needs

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## Introduction

One of the primary challenges facing you as a business leader is how to grow your company without the need to employ more resources.

UK manufacturers are exploring technology and process improvement initiatives to drive down operational costs while maintaining profitability, giving them a competitive edge.

Technology can help to automate your business processes, monitor performance and provide you with meaningful, actionable information. In this guide we will look at some of the specific challenges facing UK manufacturers, with a focus on those in apparel and furniture manufacturing, and reveal how automation can help you to thrive in the modern world.

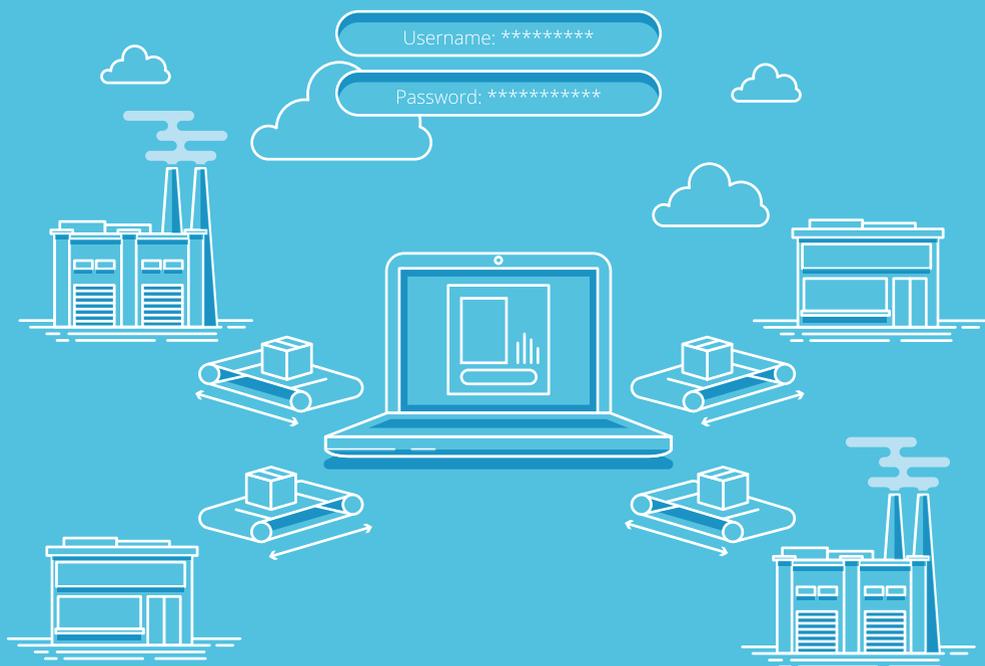


**Rob Jones**  
**Director of Enterprise Applications - IT Lab**

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# B2B Web Portal

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Your customers may or may not tell you this, but the way buyers and sellers interact and do business has been fundamentally changing over the past 20 years. Businesses and individuals alike expect to self-serve. Whilst human interaction in business is and always will be an important element of trading relationships, what most customers want is access to information and the ability to self-serve. As in their personal lives, customers expect to be able to find what they want, add to cart, and place an order. For manufacturers, this isn't the future, this is what customers desire today. The great news is that this not only benefits your customers, it affords a great opportunity to generate more business with fewer resources.

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## Orders - Any day, Any Time

What would it mean to your business if your clients could place repeat orders independently without having to contact your sales team? Not only would this save your team time, it would allow you to receive orders outside normal business hours. You make it easier for clients to do business with you. Being able to offer this online service opens up new opportunities to global sales and weekend trade.

## A More Proactive Sales Force

Your sales department is juggling with general customer service queries, administrative tasks and order entry. By offering your customers a web portal, you will reduce the administrative burden on your sales team and free them to be more proactive. Sales up. Admin tasks down.

## Make Your Entire Product Range Visible

Customers will come back to you for repeat orders, but may not have visibility of your full range of products. A web portal helps your customers to discover - and buy - new lines and items outside their usual orders.

## Key Learnings

- A B2B web portal need not create more work. It should integrate seamlessly with your back office solutions and provide an alternative 'shop window' for your customers.
- To prevent your customers from placing orders you can't fulfill, integration with your stock or project delivery systems is crucial.

“Between 85 and 90 percent of our products are exported and we have many customers in the U.S. and Canada, in particular.

It is ideal for them, since they don't have to worry about different time zones, but can log on whenever it suits them. It is a good service for our customers, and it provides us with an opportunity for growth.”

Anette Muus, CFO – Cane-line

“We chose TRIMIT because they could provide an integrated B2B web solution that others could not deliver. With their solution, we can provide better service to both our dealers and our customers.”

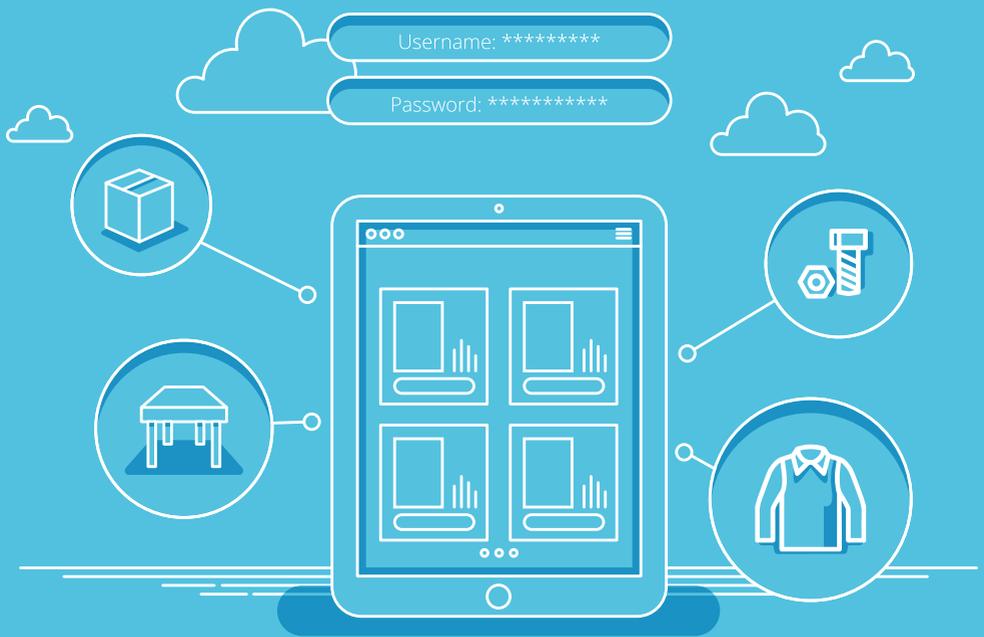
Anette Muus, CFO, Cane-line



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# Sales Agent Portal

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Customers increasingly demand fast delivery times. Meeting this demand is vital to customer retention and loyalty and is the cornerstone of a supply chain. You need to equip your sales agents with the tools to win more business and deliver a better service. With a web-based sales agent portal, your sales team will feel empowered to meet their clients' needs and expectations. They will be freed from the shackles of old and archaic paper-based systems and have more time to focus on selling.

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## Improve Visibility Of Stock Availability

Your customers need certainty and reliability when placing orders with you. This is an issue for your sales agents if they can't see correct available stock levels. Your customers will excuse you for not having stock if you can provide them with an accurate delivery date for their order.

Your sales agent portal should give your team:

- Accurate inventory levels (minus sold).
- Stock information they can trust.
- Real-time information to give them the confidence to make informed decisions when it matters most.
- Ability to upsell.

## Integrated Data = Trusted Information

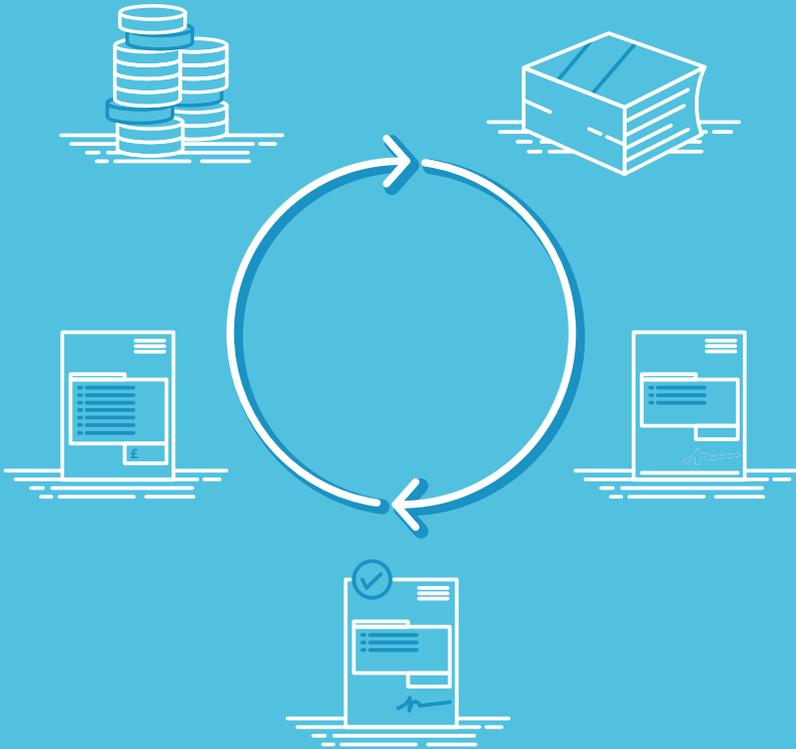
By integrating your data flow across your business, or utilising a single data source, you can achieve a real-time holistic view of your inventory and sales.



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# Purchase-to-Pay (end-to-end)

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The process of purchasing goods through to payment can be a convoluted, inefficient and manual affair. Microsoft Dynamics NAV and TRIMIT is a fully integrated system that automates the goods and services purchasing process for your business, beginning with requisitioning, through to procurement and ending with payment. Purchase-to-Pay optimises the purchasing process, thereby benefiting your organisation through better financial controls and efficiencies, saving costs and reducing risk.

## A typical Purchase-to-Pay solution covers the following steps:



### Catalogues

Catalogues from preferred suppliers are the first step in a Purchase-to-Pay system.



### Purchase Requisitions

Once a product has been selected from a catalogue, the end user sends a purchase requisition to the appropriate manager.



### Purchase Order Workflow

Upon approval of the purchase requisition by the manager, a purchase order is generated.



### Invoicing

A critical component of a Purchase-to-Pay system, as manual processing of invoices is a laborious and time-consuming process. Automated processing saves time and money.



### Payment

Once an invoice is approved, a Ready-to-Pay file is generated in the company's accounts payable system, which will result in payment being made to the supplier.

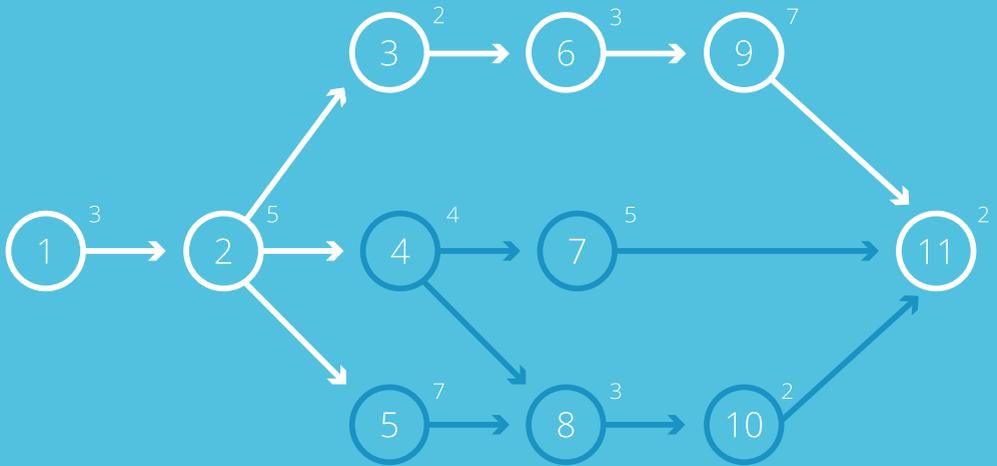
With Purchase-to-Pay, the ability to speed up the payment process is evident. Purchase-to-Pay will drive automation and streamline processes resulting in greater efficiencies and financial controls. Your finance team will have full visibility of the purchasing process at their fingertips with a single common data source allowing for informed business decisions when it matters.



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# Empower Your Critical Path Through Automation

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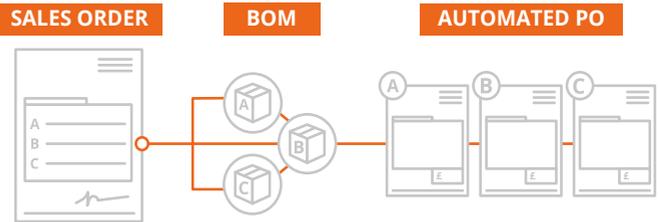
Once an order is placed, a list of materials covering all possible variations of a product needs to be created. This is all too often a manual task to create the precise bill of materials necessary to match the sales order.

Automating this process by allowing the software to create the BOM simplifies order entry for your users.

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## Automatic Purchase Orders

As a function of an automated sales process, purchase orders for materials become automated too. This removes the need for manual intervention.



“TRIMIT automatically handles purchase orders and prompts a confirmation from the supplier.

The orders are only entered once into the system, and often this takes place in the shops in the drawing program and we rarely experience any flaws.”

- JKE Design

## Reduce Production Times

A busy production line, working on numerous permutations of finished items, can suffer from bottlenecks. By giving your production team access to real-time progress of your critical path and analytics, you can prevent bottlenecks before they impact the shop floor. This will allow for more predictable production times and potentially shorter delivery times too.

## Improve Order Handling

Ensuring that goods are handled correctly from the sales process to delivery can be challenging and involves checks throughout the production process. By using a barcoding solution for each item, which is scanned during packing, you can be assured the goods match the order. This ensures that goods are packed and invoiced correctly first time. This is a critical component for fast deliveries and improved customer service.

## Automate Amended & Cancelled Orders

Often an amended or cancelled order can create a series of time-consuming tasks as all related orders and invoices need to be corrected. With a central ERP solution, this is accurately and quickly taken care of in the system, saving you time.



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# Reporting & Analytics

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"TRIMIT is absolutely essential for these analyses. We have a multitude of variants in our work, like production time, materials, and delivery. With the help of the data collected in TRIMIT, we get precise information about all of these variants. This makes it possible for us to minimize waste and maximize profit."

Per Lindberg, Finance Manager -  
Helge Rasmussen Textiles

## Precise Data = Greater Profit

Times are hard in many industries; increasing global competition, the threat to traditional brick-and-mortar businesses from internet stores, and a challenging economic climate, means that UK businesses must adapt and take advantage of new opportunities. A key enabler a business can embrace to keep ahead of the competition may well lie in 'big data'. Improving visibility of your business performance on a micro and macro level will help you make informed decisions to manage your business into success.

Real-time data allows informed decisions to be made when it matters most to you and your business.

## Minimising Waste to Maximise Profits

With precise and accurate data, you can fully audit the true profitability of the items you produce. This will highlight those products that yield the highest material wastage, and calculate total expenses such as import and export taxes, and logistical costs such as shipping, container landing costs, and transportation, to name but a few.

The goal here is to ensure that you're not using 80% of your energy on customers who only contribute 20% of your income.

## The Opportunity to Adapt

In a fast paced sector, it's vital that you can assess your clients' needs and adapt to trends. To keep ahead of your competition, it is not enough to carry out trend analysis at the end of each season or year. Success requires an IT solution that is transparent and offers an overview at any given time, allowing you to adapt your offering to customer demands.



## Presentation of Relevant Data Across the Business:



### A. Expected Margin vs Actual Margin

Track profit on goods sold

### B. Cash Flow

Free your cash and avoid having it stored in stock

### C. Inventory Turnover

Retain high turnover on seasonal products that lose value quickly

### D. Returns per product/supplier/component

Identify patterns in your returns and potential issues in your supply chain

# Take Advantage Of Modern Technology That Adapts With Your Needs



On-premises



Any devices



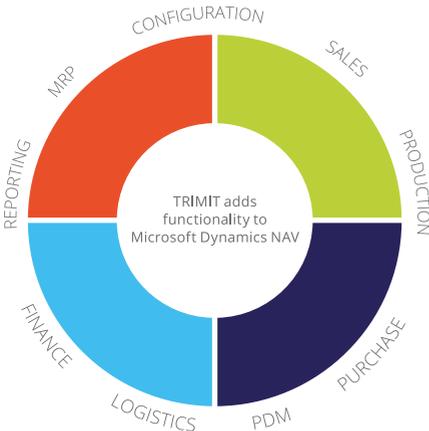
In the cloud

B2C  
WEBSHOP

SUPPLIER  
PORTAL

B2B  
WEBSHOP

SALES AGENT  
PORTAL



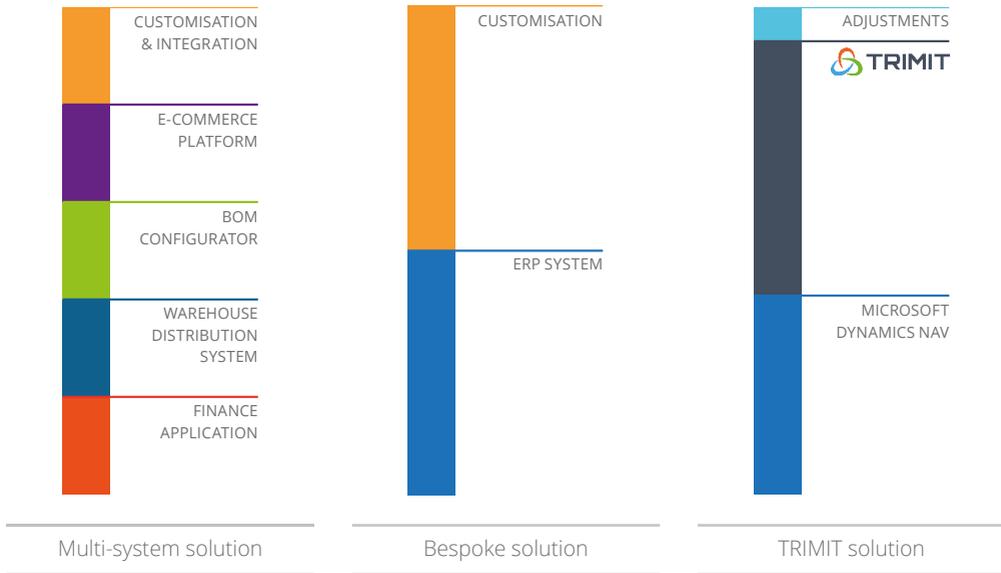
## About TRIMIT

TRIMIT was founded in 1990 and was among the first pioneers to develop standard software solutions for specific industries. Today, the TRIMIT solution is used by more than 9,000 people. It is an end-to-end business solution that lets companies do more business with fewer resources.

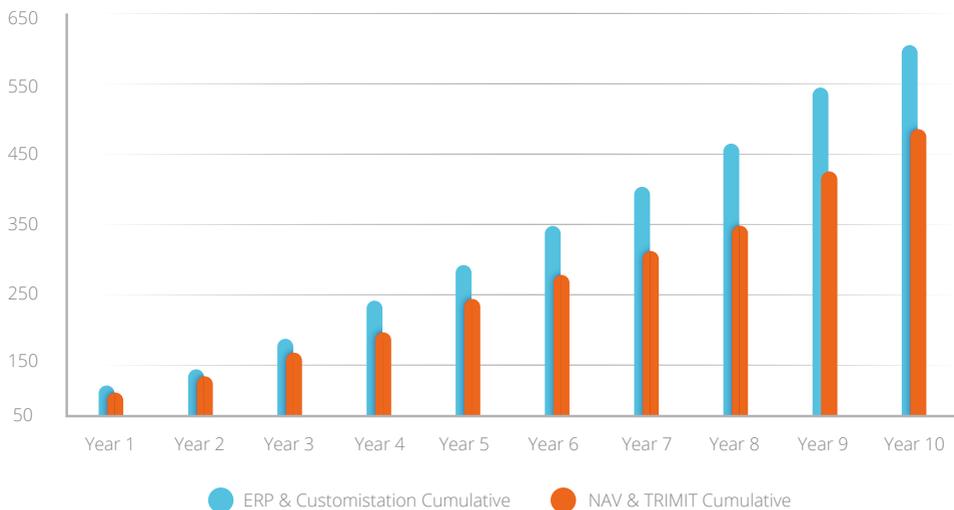
Powered by Microsoft Dynamics NAV, TRIMIT is built specifically for the fashion and furniture industries and is also used by companies that work with variants and product configuration.

To learn more click [here](#).

## Solutions to automate your business:



## Total Cost of Ownership Profile



# About IT Lab...



Finally we have a fluid, agile, manageable system that's going to enable another 20 years plus of successful growth."

Arnold Wills

Having worked with IT Lab for so many years, we had complete confidence in its ability to identify Microsoft Dynamics as the right software for us to support our company as it continues on its rapid growth trajectory."

Daniel Turner, Managing Director,  
William Turner & Son

IT Lab is a leading systems integrator based in the UK. We help you to integrate Dynamics NAV and TRIMIT into your business. Our dedicated team provides you with support for the whole solution and helps your users get the most from your investment.

## The Whole Solution

Microsoft Dynamics NAV is a business solution that gives you a complete, familiar and trusted experience across your devices.

The TRIMIT solution adds industry-specific capabilities to NAV, making the solution specific to the fashion, furniture and general manufacturing industries.

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