

A Wolcott Group Lunch and Learn Event for Distributors

# Improving Your Quote-to-Cash Business Processes



*You are invited to attend our December 14<sup>th</sup> lunch and learn seminar on improving your quote-to-cash business processes*

## Event Details

### *The Date and Time*

Friday, December 14, 2007  
From 11:30 a.m. to 2:30 p.m.

### *The Place*

Wolcott Group Offices  
3700 Embassy Parkway  
Fairlawn, Ohio 44333

### *The Agenda*

11:30 a.m. Registration & Lunch  
12:00 p.m. Introduction & Overview  
12:20 p.m. Quote-to-Order  
Purchasing-to-Receiving  
Inventory & Warehouse Mgmt  
Order Fulfillment  
Invoicing-to-Cash  
2:00 p.m. Additional Processes  
2:15 p.m. Questions & Answers

### *Please R.S.V.P. by Wednesday, December 12<sup>th</sup>*

To register for this lunch and learn seminar, visit [www.clicktoattend.com/?id=122426](http://www.clicktoattend.com/?id=122426) or call us at 1-866-965-2688 extension 125.

Join us for a free lunch and learn how you can make better decisions, streamline processes, and run a more efficient operation in 2008.

You're invited to attend the **Wolcott Group Distribution Seminar: Improving Your Quote-to-Cash Business Processes**, and learn how Microsoft Dynamics solutions can help your people spend more time on important operations, like quickly fulfilling customer orders, and less time on mundane tasks, like counting boxes.

We'll demonstrate how you can improve each of the five major segments of your quote-to-cash business processes: from Quote-to-Order; from Purchasing-to-Receiving, Inventory & Warehouse Management, Order Fulfillment, and from Invoicing-to-Cash.

The Date: **Friday, December 14, 2007**

The Time: **From 11:30 a.m. to 2:30 p.m.** (lunch is provided)

The Place: **Wolcott Group, 3700 Embassy Parkway, Fairlawn, Ohio 44333**

As a special incentive to register early, we are giving away free, half-day, quote-to-cash business assessments to the first 10 people who register for the seminar (limited to one per company).

So register online today at [www.clicktoattend.com/?id=122426](http://www.clicktoattend.com/?id=122426) or call us at 1-866-965-2688 extension 125.

# Distribution Seminar: Improving Your Quote-to-Cash Business Processes



## Quote-to-Order

- Order Promising
  - Inventory Availability
  - Available-to-Ship
  - Available-to-Promise
  - Capable-to-Promise
  - Item Reservations, Tracking & Action Items
- Pricing with Discounting Options
- Ship Time Calculations
- Document Approvals for Quotes & Orders
- New Account Setup
- Credit Management
- Order Entry
- Record Links to Customer Files

## Purchasing-to-Receiving

- Item Reorder Levels
- Forecasted Orders
- Purchase Order Generation
- Purchase Order Document Approvals
- Electronic Transmission of POs to Suppliers
- Accounts Payable Integration
- Directed Putaways
- Cross-Docking
- Integration to Automatic Data Collection & RFID Systems

## Inventory & Warehouse Management

- Integrated Management of Multiple Warehouses
- Automatic Bin Replenishment
- Inventory Analysis & Tracking
  - Fill Rates
  - Carrying Costs
  - Dead & Excess Stock
  - Shrink & Waste
- Cross-Docking
- Multiple Costing Methods
  - FIFO, LIFO, FEFO
  - Standard
  - Average
  - Specific
- Location Transfers
- Cycle Counting

## Order Fulfillment

- Value-Added Services
  - Manufacturing
  - Light Assembly
  - Kitting
  - Drop Shipping
- Label & Manifest Creation
- Directed Picking
- Integrated UPS Worldship

## Invoicing-to-Cash

- Prepayment Tracking and Management
- Payment Policies
- Automatic Tax Calculation
- Automatic Calculation of Finance Charges
- Invoicing
- Document Approvals for Invoices
- Statements
- Check Entry

## Additional Business Processes that Can Be Improved

Supply Chain Management & Manufacturing

Human Resources Management

Financial Management

Sales and Marketing

Customer Service

Register for our December 14th Seminar, "Improving Your Quote-to-Cash Business Processes" today by visiting [www.clicktoattend.com/?id=122426](http://www.clicktoattend.com/?id=122426) or by calling us at 866-965-2688 extension 125.



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