

MYOB Greentree

---

# Supply Chain and Distribution



---

# Contents

Inventory	2
Sales and delivery	5
Purchasing	6
Supply Chain	7
Quality control	8
Materials requirements planning	8
EDI	8
eRequisitions	9
Retail Point of Sale	10

---

# Introducing MYOB Greentree Supply Chain and Distribution

MYOB Greentree's Supply Chain and Distribution suite is all about exceeding customer expectations and driving sales. Our best in class solution delivers on the challenge of pressured sales and delivery when customers just can't wait.

Your sales, purchasing and logistics teams will thrive with the best tools available, and a boosted confidence in your supply process – from customer request through to delivery.

---

# Inventory

With MYOB Greentree's Inventory Management, you don't need a crystal ball. Achieve a competitive edge and keep a tight control on lead times and inventory costs with accurate inventory requirement forecasts.

## Extensive inventory management

Track unlimited inventory information, including serial, lot, transaction analysis, kitsets, item 'supercessions', warranties, weights, volume, companion items and other user defined fields. Make accurate product reorder decisions armed with full demand history and forecasts. Sell to any market or customer currency requirement. Boost your pricing competitiveness with accurate landed inventory costs. Trace items by serial or lot number, use by date or even when superseded or obsolete. Reward customers with pricing unique to them. Clearly identify items with system-produced receiving and retail labels.

## Effective warehouse management

Live updates throughout MYOB Greentree mean precise inventory quantities by location and warehouse, right down to serial lot/dimension level if required. Eliminate picking or put-away errors, and boost productivity using mobile handhelds and barcodes. Maximise warehouse space utilisation and optimise multi-bin management with automated picking and put-away advice. Always have goods on hand, with MYOB Greentree's automated replenishment processes. Keep the doors open and trade right through an inventory count process.



# Sales and delivery

This is where the rubber hits the road, and MYOB Greentree ensures your staff have all the information they need, when they need it.

## Sales management

Empower frontline sales staff with instant access to customer-specific pricing by currency, item and quantity, whether they're in the office or on the road. Offer alternative or complementary items, source from another location, back-order and give realistic timeframes for delivery.

Prompt customers to increase orders by providing visibility of complementary items and their previous purchase history. Save customers' time and speed up sales processing with one-click prior order activation.

Proactively manage sales for customers with overdue balances to avoid over-extending their accounts. Capture sales directly from customers in the field with mobile sales entry. See absolutely everything you need to know with MYOB Greentree's 3D Live dynamic desktops.

## Streamline delivery

Link back-ordered items directly to factory orders or purchases orders and optionally drop-ship direct to customers. Fully inform your customers with the exact status of every item in their order at any time. Ramp up the efficiency of deliveries with coordinated delivery run/drop sequences.





---

# Purchasing

Sales and delivery excellence is only as good as your ability to supply your product when you need to and at the right price. MYOB Greentree's Purchasing helps you to manage supplier relationships, ensuring you can deliver on time, every time.

## Purchase management

Carve costs with supplier-specific purchasing agreements. Inventory will always reach the right customer with purchases linked directly to sales and jobs. Rapidly fill outstanding customer orders with automatic back order release on receipt. Slash administration for placing and processing regular standing orders

## Cost variance

Achieve tight control of cost variances between expected and actual costs. Choose how these variances are handled, either by absorption, isolation or further investigation.

## Reorder management

Get the goods on time every time with automatically suggested reorder quantities using minimum and maximum stock levels and forecasting.

---

# Supply Chain

MYOB Greentree's Supply Chain assures precise execution of the supply chain process, from request through to delivery.

## Requisition management

Tightly manage purchasing and control spending while boosting your purchasing leverage with suppliers.

Sharpen the pencil, consolidate orders across branches to meet minimum order quantities, boost volume discounts and slash freight costs. Speed up approvals with single and multi-layered approvals processes.

## Inventory sourcing

Optimise supply with automatic analysis of requisitions to suggest the best supply option, and speed fulfilment with automatic purchase order creation or transfer from another warehouse.

## Catalogues

Provide complete visibility of unlimited supplier catalogues without holding the stock as physical inventory, making it easy to order one-off items.

## Sales analytics

Focus on specific sales analysis breakdowns using an extensive range of criteria and filters to pinpoint issues and trends.





## Quality Control

Sending customers faulty products drives a wedge into your relationships. Use MYOB Greentree's Quality Control technology to reduce the risk of products that aren't up to standards, preserving your relationships with clients.

### User-defined configuration

Set up your own comprehensive quality checks, with approvals for added safety.

### Track and traceability

Precisely track products to customer by serial number, batch number or even who performed the quality check to ensure full visibility.

### Compliance with standards

Build in your own standards for test classification be absolutely certain that faulty goods are never released.

## Materials requirements planning

MYOB Greentree's Materials Requirements Planning draws on key business activities to make sure goods are ordered when they are needed to satisfy customers.

### Requirements planning

Determine exactly what and when inventory items are required, where they are to be sourced from and where they are needed. Deliver on time and with the sharpest prices.

## EDI

In order to increase process efficiencies and remove delays – as well as errors and communication breakdowns – there is a growing trend amongst customers and suppliers to require business partners to trade via an EDI system.

MYOB Greentree's EDI system allows you to meet electronic trading demands with highly flexible and easy-to-use software, managing your trading relationships automatically and transparently.

### Pre-built business document templates

Get started immediately with pre-built templates for use across a wide range of industries.

### Powerful mapping capability

Lets you quickly and easily map and translate partner document types to MYOB Greentree documents.

### Full integration

Unlike third-party offerings, MYOB Greentree's EDI system is totally integrated, delivering speed, a collapsed supply chain and elimination of errors.



---

# eRequisitions

Switched-on suppliers proactively help customers to identify inventory shortages and rapidly respond to demand.

MYOB Greentree's eRequisitions provides immediate web access for purchasing, approval, pricing, delivery and availability. Your team can get the right outcome at the best possible price for your customers –anytime, anywhere.

## **Universal access**

Available anywhere you have access to the web. Live link directly to the MYOB Greentree system with all the features you need to raise and manage requisitions. Attach any number of supporting documents to capture all the necessary information.

View and approve requisitions, monitor status and search inventory. View requisitions through permissions-based enquiries.

## **Supplier participation**

Empower suppliers to raise requisitions for items on your behalf and subject to your approval, to optimise on-hand balances based on their intimate knowledge of production and delivery lead times. Security and control is tightly managed with tiered access levels.

## **Rapid deployment and implementation**

Pre-built MYOB Greentree templates are provided to use 'out of the box', or you have flexibility to tailor your web experience to your needs. Whatever works best for your business.

---

# Retail Point of Sale

MYOB Greentree's fully integrated Point of Sale (POS) leverages the core capabilities of the Supply Chain and Distribution suite to give you the flexibility to easily manage retail sales within your operation.

## Point of Sale stations

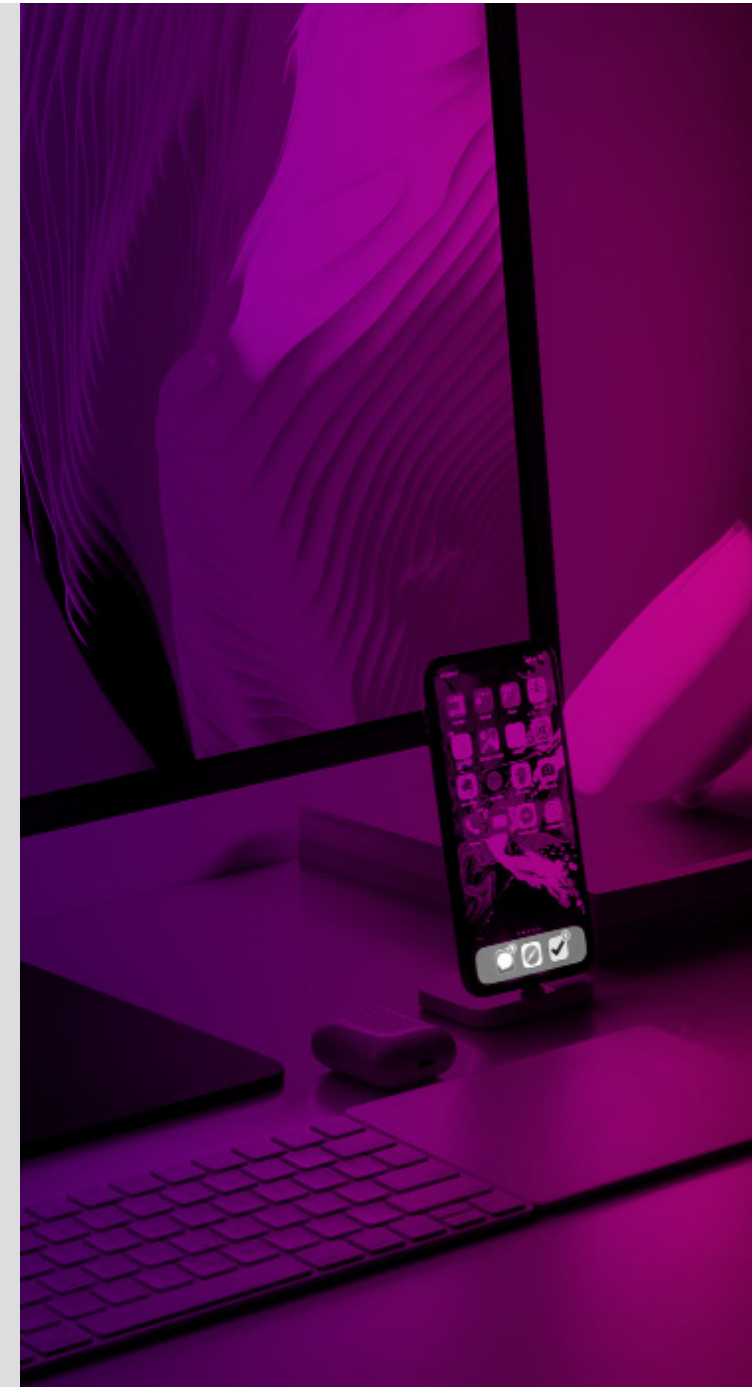
Easily set up locations, segmentation and user preferences by workstation, using a variety of configuration options. Access all transaction entry requirements through one easy-to-use screen, with the option of restricting access to functions by user preferences.

## Platform support

Easily carry out implementation as standard POS technologies are supported, e.g. cash draws, barcode scanners and docket printers. Accept a variety of credit and debit card payment options, as well as cash and cheques.

## Integration with MYOB Greentree

Take advantage of MYOB Greentree's powerful integration to ensure live links to inventory, pricing and customer accounts. All the information you need at your fingertips.



Want to learn how MYOB Greentree  
can work for your business?  
Schedule a demonstration today.

AU biggerbusiness@myob.com | 1300 555 110

NZ biggerbusiness@myob.com | 0800 696 239

[myob.com](https://myob.com)

GES1295727-0419

