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Granules of Pebblestone Fashion®



Pebblestone Fashion has a modular construction, offering the following granules:

Wholesale/Distribution (11.006.010)

This is the base granule, required for every installation of Pebblestone Fashion. It contains the complete setup of Item Variants and dimensions, Matrix views and entry screens, Prices per variant and SKU information per variant. These aspects are implemented in the Inventory, Sales, Purchases, Manufacturing and Logistic functionalities of Microsoft Dynamics NAV. Besides this, several special fashion functionalities are included in this base granule. These mainly concern the presales process which is so characteristic for the fashion industry, like replacing items in sales orders with other items, registering the quantities not delivered in the end with reason codes, saving historic sales orders to be able to compare them with the next presales etc.

Buying groups (11.006.020)

In many countries, individual retailers are organized in so called "Buying groups". The specific aspect of these groups is that orders and invoices are made out in name of the individual retailers, but paid for by the Buying group. This granule enables companies to very easily balance open posts of the individual retailers against the total payment of the buying group. It also makes electronic exchange of information with the buying groups a very simple job.

Manufacturing (11.006.030)

The manufacturing granule of Pebblestone Fashion substantially enriches the manufacturing functionality of standard Microsoft Dynamics NAV. Besides introducing the matrix views as mentioned earlier, it makes working with many variants of individual models within the manufacturing part much easier. For example: Creating detailed BOM's per variant

just requires the setup of one standard BOM and entering a few smart settings. A push on the button... and the system does the rest. Planning procedures (MPS/MRP) are taken from the most detailed level of style/color/size to the accumulated level of styles where necessary. BOM's can be adjusted to specific customer requirements on individual order level. When the required adjustments have a structural character, they can be laid down in private label templates that apply to every order of a customer.

Remote sales (11.006.050)

Most fashion companies have their sales agents or representatives "on the road". Either in showrooms or at the customer's site, they take their seasonal and direct orders. The "remote sales" granule enables them to do this in an off-line situation, using exactly the same software as on the central system at the headquarters. Through an import and export setup, which is both simple and effective, the required information is sent back and forth between lap tops and central system, using XML files.

Inter Company (11.006.060)

Many fashion companies have their headquarters in one country and completely owned sales subsidiaries in a number of other countries. It is required that the operations of the complete organization can be handled in one comprehensive and integrated situation. At the same time, the financial accounting systems of the individual country organization should seamlessly fit into the local requirements. This granule realizes just that. Based on what happens in the central logistic database/company, sales invoices and purchase invoices are automatically created for the correct separate financial adminis-



trations. Through a transparent synchronization setup, the information is exchanged between the different databases/companies.

Advanced forecasting (11.006.070)

When after a few weeks of presales, decisions have to be made on the quantities to produce or purchase, making the correct estimates for the final results of the total presales period is very difficult. This granule supplies a comprehensive tool that supports the user in making these decisions. It compares the situation in this presales period with the last comparable one. Did we get more or less customers than a year earlier? What did they buy on average? What developments do we see in product groups within the collection? The calculated estimates can be set up using positive, average and negative scenarios. What if the development until now will continue during the rest of the presales period, what if not? In the end the decisions are up to the user, but the system supplies the results of simulating the different scenarios.

Sales targets and analysis (11.006.080)

The possibilities in the financial accounting system to set targets and follow results are always abundant. But for fashion companies they do not offer enough, because you can only look back, after your orders have been shipped and invoiced. Since there is a long period between taking the orders and actually delivering them to your customers (up to even 5 to 6 months!), fashion companies need tools to set sales targets and follow the results of the presales in a

very flexible way. This granule enables you to set up your sales targets and follow results from any point of view, based on customer and item information and view the results on-screen.

Vendor Rating (11.006.090)

Fashion companies have a high level of dependency on their suppliers. Therefore it is required to be able to evaluate the achievements of each ven-

dor in a structured way. Objective aspects like meeting the promised delivery dates, delivering the correct quantities and charging the agreed prices are easy to measure from the information the system supplies. Other aspects have a more subjective character but can be as important. In this granule, the user can define any and as many subjective evaluation aspects as required and register the results per supplier, purchase/production order and or receipt. Printing the results of both the objective and subjective aspects over a specific period gives a clear view on the achievements per supplier per aspect over the specific period.

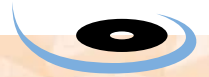
Logistic service providers (11.006.100)

The core business of fashion companies is to design, market and sell apparel, footwear, sporting goods or accessories. Physically getting these items to their customers is not. Other companies are specialized in that part of the process. As a result, many fashion companies make use of the service of other companies to carry out the warehouse management and physical distribution activities. Information on expected receipts, actual stocks and planned deliveries should be exchanged between the systems of the fashion company and the service provider on a regular basis. This granule enables the user to set up the structure of information exchange completely by entering parameter values and without having to create any line of program code.

Product Data management, PDM (11.006.110)

The collection cycle of fashion companies starts with design. Creative people working with old fashioned pencil and paper or advanced CAD/CAM programs create the items of the new collection. Immediately after that, all technical details of the products have to be established and recorded. This is done in a PDM (Product Data Management) system. Bill of Materials, details of used fabrics and accessories, size specifications, washing and packing instructions, pictures and sketches... everything needs to be entered into the system. The





end goal is to be able to supply the production site with fully detailed and complete instructions how to produce the items. The PDM granule of Pebblestone fashion covers this process fully integrated with all the other business processes.

Surcharge posting (11.006.120)

Only after receiving the collection items from the supplier or production company and posting all invoices for additional costs like freight, import duties, handling cost etc., a fashion company knows the actual cost of the products. To be able to have a stock value in the financial administration that approaches the final cost as much as possible, many companies like to post values of additional cost components at the moment of the actual receipt against pre-calculated values. This granule enables them to do so. These values are posted on general ledger accounts that act as a provision for the real cost as it will appear from invoices to be received later on.

Letter of Credit (11.006.130)

Due to the extended periods that are covered in the supply chain of the fashion industry (several months between ordering and actually delivering), companies seek payment conditions that give them optimal insurance that they will get their money. This is often done using L/C payments. On the basis of L/C's issued by the customers, suppliers can get credit with their banks to be able to buy the necessary fabrics and accessories they need to produce the orders. This granule of Pebblestone Fashion enables the user to create Letters of Credit with all required details and attach individual sales or purchase orders to them. The complete processing of these orders and the L/C's to which they are attached is covered as well.

Extended calculations (11.006.140)

Unlike other industries, fashion companies never know in advance exactly what the products they are selling will cost them. This will only be known afterwards. At the same time they need to establish their expected in-house prices and after that the sales prices they have to use in

the presales period. On the basis of these pre-calculated cost and sales prices, they can also plan their expected cash-flow, detailed per currency, and act accordingly. The calculations granule of Pebblestone Fashion supplies all the tools necessary to carry out these activities in a flexible way, tailored to the individual company.

Box logistics (11.006.150)

Assortments are a well known phenomenon in the fashion industry. These are fixed combinations of different colors and sizes of an item in one box, which are sold to all customers in the same way. More and more however, customers require their own combination of colors and sizes in a carton, and often even different ones for different categories of shops. Besides this it is required that these flexible customer driven assortments are defined and created as early as possible in the logistic process, enabling to handle shipments on carton level by bar code scanning as much as possible instead of having to handle every item individually. Pebblestone Fashion's "Box logistics" is a granule that enables the user to work by this principle from production site to shop floor.

Consignment (11.006.160)

More and more, retail customers require their suppliers to stock their shop floors without actually invoicing the goods. This can be either in "shop-in-shop" concepts or within any normal shop. After the retailer has sold the goods, these actual quantities are communicated to the supplier. Only these may be charged to the retailer. The additional functionality, that enables the temporary stockage of goods in a separate location and easy invoicing afterwards, is supplied by the consignment granule.

Fastreact Interface (11.006.170)

Planning processes in the fashion industry can become very complex. To be able to keep control in this situation, graphical representation of the planning information with drag-and-drop





functionality is required. Fastreact offers these tools for various parts of the supply chain. Pebblestone Fashion now offers a basic interface with the Fastreact solutions.

Traffic (11.006.180)

Many processes are built from a large number of consecutive steps. Each of these steps, in coherence with the others, has to be followed carefully. Wherever changes in one of the steps affect other steps or the attached sales, purchase or production orders, the user has to keep careful track of this and if necessary intervene. Pebblestone Fashion's traffic granule supplies the tools to do this in an efficient and effective way.

Queue posting (11.006.190)

This granule offers the possibility to put separate posting tasks in a virtual queue, from where they can be handled one by one, without users having to wait for their colleagues.

EDI Fashion United (11.006.200)

This granule makes it possible to communicate electronically with your Vendors and Customers. The five following standard messages are part of the Granule: PRICAT (pricelist), ORDRSP, DESADV, INVOIC, ORDERS. All messages will be created according to the WWS-profile. This profile is used by Fashion United.

Commission (11.006.210)

Commissions are a commonly used instrument to motivate the sales department. The Salespersons or Agents will get a percentage over orders that they have sold. With this granule it is possible to define several commission percentages per Salesperson based on a combination of Item Category, Order Type and Brand etc. When the Sales Orders are invoiced, the commission that should be paid can be calculated. It is possible to take into account whether the invoice

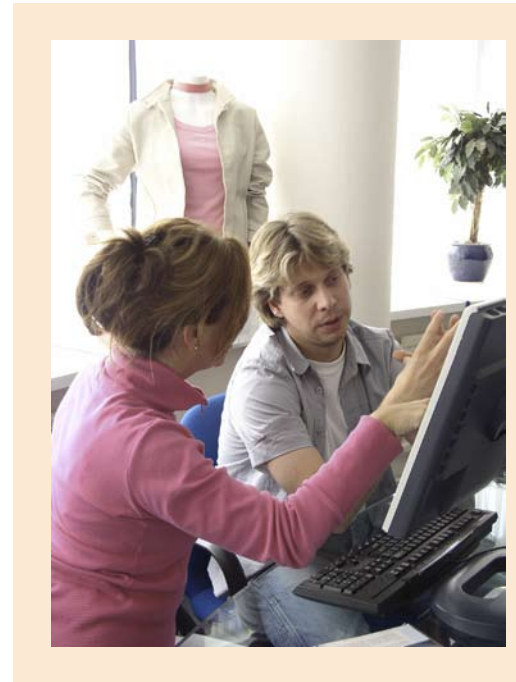
has already been paid by the customer. The system can automatically create Purchase Invoices for the Salesperson or Agent. Several commission-statistics can be made.

Product Lifecycle Management (11.006.220)

Product Lifecycle Management (PLM) can help to follow an item during the different steps of development. This makes it possible to see which actions are required for an item and/or by a specific user. It will also provide information on bottlenecks and delivery problems that can be expected. It is possible to use e-mail notifications to warn a user or manager when certain steps have to be taken.

Corporate Wear

Whether your customers are hospitals, fire brigades or security or public transport companies... they buy uniforms from you. Other companies choose to have their people wear the same suits or working clothes. All these garments can be either confection or made-to-measure. Each employee is allowed to choose from a certain range of garments based on a yearly budget in values of points. After setting up this structure, order entry is easy. The correct items will be suggested automatically and the system will check whether the employee still has room in his or her budget. Individual garments can be checked on (outsourced) adjustments on the basis of serial numbers. The extensive possibilities to create models and items in unlimited variations as well as all fashion specific additional functionalities are fully available. To make things even easier, order entry by the individual employees through a web interface is possible.



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