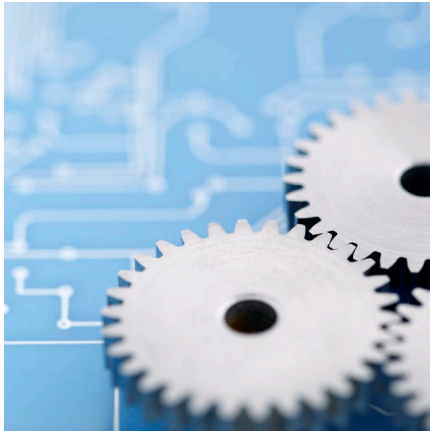# MICROSOFT DYNAMICS 365
DESIGN WIN & SAMPLES MANAGEMENT

For more information, pricing, or to request a demo, contact.

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With Armanino's Design Win & Samples Management Solution for Dynamics 365 for Sales, companies can more easily manage complex Design Win processes from the initial design collaboration to final product delivery.

By using this solution companies can support the design win lifecycle - from samples management to design registration and through to Design Win and sales forecasting. Design Win and Samples Management for Microsoft Dynamics 365 Sales (and prior versions of Dynamics CRM) includes distributor and manufacturer rep portals that enable a seamless coordination between the production and distribution network. It also supports the ability to track and assign the right contract manufacturer (ODM) and end customer, often an OEM manufacturer. This solution is built upon the Microsoft Dynamics platform and can be integrated into any ERP to seamlessly in pull pricing and push out orders from closed opportunities.

Armanino's Design Win and Samples Management Solution for Microsoft Dynamics 365, supports:

- Design registration process
- Project, program, sales opportunity, rebate and samples management
- Ship and debit contract management
- Design-in and Design-win workflows and business processes
- Complex pricing for RFQ's that may require volume based and time based pricing scenarios
- Commissions and commission splits tracking
- Both marketing and production part numbers
- Visibility of all products, sales opportunities and distributor and manufacturer relationships on a single screen
- Ability to evaluate multiple distributors and select them for contracts or projects
- Advanced analytic reports and dashboards for Design Win management, wins/ losses and post design win forecasting

With Armanino's Design Win and Samples Management Solution for Microsoft Dynamics 365 manufacturers gain the insight and tools necessary to transform customer requirements into proven designs and winning proposals. Use this solution to:

- Streamline and automate business processes throughout the design win and design registration lifecycle
- Increase visibility across the Design Win process, from start to finish
- Improved project coordination between sales, outside contractors, engineering, distributors and product marketing
- Create a centralized document repository for spec sheets, design sheets and similar documentation
- Support tight integration with any ERP to pull in pricing or push out orders

Features and Screenshots

Dashboards provide a consolidated view of the various aspects of the Design Win process, eliminating the needs to frantically search for information around Design Registrations, Projects, Sample Requests, and other key industry data elements.

Design Registration:

The Design Registration form provides the ability to manage the design registration process, associated products & Distributor/OEM/ODM relationships. In addition, this forms ties together the Design Registration with a related project and sales opportunity.

Sample Request

The Design Win solution includes forms and processes to help streamline the sample request process, including automated approval routing and product management, and provides order fulfillment capabilities product setup when integrated with your back office ERP system.

Design Opportunity Management

As part of the design registration process, design opportunities can manage the associated sales cycle, keeping track of revenues and contacts associated with it and of contract manufacturers who will ultimately build the OEM's product.

Forecast Management

Provides the capability to incorporate forecasting specifically around design needs into the overall global manufacturing forecast of an organization.

Account Management

In addition to core account management capabilities, the Design Win solution provides added benefits to view manufacturing back office information around POS, POA & Booked, Billed & Backlog.

Analytics

Enhanced analytic capabilities allow organizations to view complex year over year trends, forecasting pivots, territory analysis, forecast vs actuals, and other critical Design Win metrics.
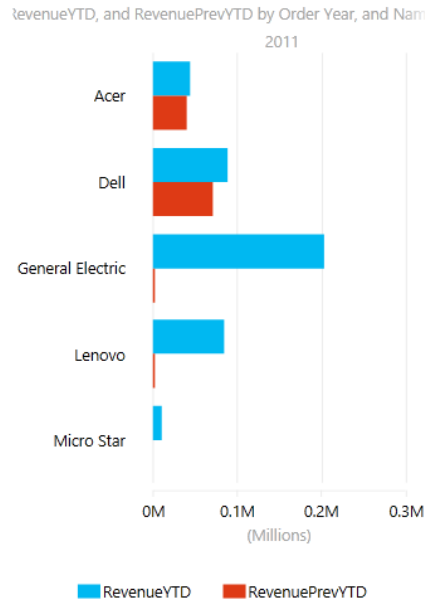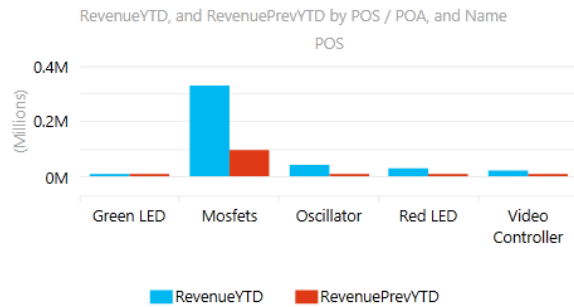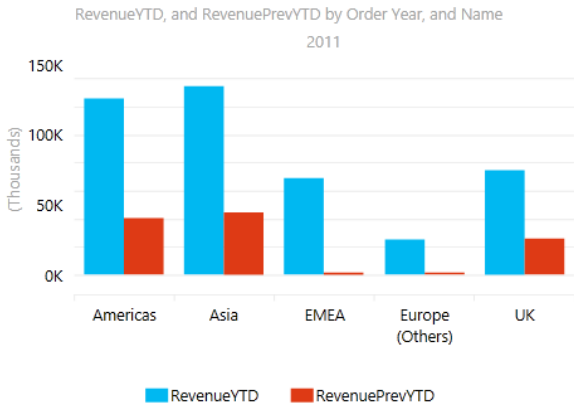
About Armanino

Armanino works with growth-oriented companies to simplify customer data management and streamline business development processes. As one of the world's leading integrators of Microsoft Dynamics 365, we have the background and experience to integrate our product with virtually any business-critical system. In fact, our CPA roots give us exceptional credentials to synchronize your customer data with ERP and financial systems. At Armanino, we deliver the tools you need to focus on your customers and grow.