

# GEVIS ERP | AX

MICROSOFT DYNAMICS 365 FOR FINANCE AND OPERATIONS, ENTERPRISE EDITION

CORPORATE INFORMATION

GWS GESELLSCHAFT FÜR WARENWIRTSCHAFTS-SYSTEME MBH



gevis ERP | AX<sup>®</sup>

## GWS CORPORATE INFORMATION FACTS & FIGURES

GWS, a key player in the sector of ERP systems for wholesale & distribution companies, can look back on a successful company history of more than 25 years.

Ongoing growth in revenue and workforce as well as numerous new customers — the IT landscape in Germany is no longer imaginable today without GWS in the German-speaking world, including many associations & federations.

- Revenue (2016): 51 Mio. €
- Equity ratio (2016): 66,5%
- Cash flow (2015): 3,591,000 €
- Best Employer IT Sector 2015
- TOP Financial Rating Index 1
- 400+ staff members at 5 locations
- more than 1,200 customers (800+ Dynamics customers)
- Microsoft Gold Partner
- Microsoft GISV (Dynamics AX/ 365 for Operations)
- Microsoft ISV of the Year (2016)
- Microsoft Inner Circle Member

GWS has an extensive clientele from many and highly diverse wholesale & distribution industries, making it independent from the impact of economic cycles in specific business segments.

## VALUE PROPOSITION

The broad range of requirements of internationally active wholesale companies demands high-performance IT solutions. gevis ERP | AX completely supports the entire distribution as well as the value creation chain of modern wholesalers. It covers all industry sectors and the needs of the different wholesale segments in the areas of procurement / purchasing & distribution, sales & marketing, sales processing, warehousing and logistics, as well as integrated accounting.

gevis ERP | AX offers wholesalers solutions and platforms for mastering the challenges of the market and to facilitate operative as well as strategic business operations with ease and agility.

## INDUSTRIES VERTICALS

Wholesale & Distribution with durable & consumable goods:

- Tools
- Sanitary & Electronic Parts
- Vehicle Parts
- Building Material
- Metals
- Machinery
- Fittings
- Installation Material
- Equipment & Supplies

## GEVIS ERP | AX FOR WHOLESALE & DISTRIBUTION

### We get our customers ready for their competition!

As a long-standing and reliable partner of the trade industries we are familiar with their current and future requirements like no other. We offer innovative merchandise planning and control systems and combined solutions that accelerate and optimize trade processes.

Our solution gevis ERP | AX obtains data, provides for transparency and makes information exploitable for our customers. It verifiably lowers their costs, enhances efficiency and increases their customers' satisfaction.



2015 Microsoft Dynamics  
**ISV of the Year**  
Germany



## FURTHER INFORMATION AND CONTACTS

### GWS Gesellschaft für Warenwirtschafts-Systeme mbH

Willy-Brandt-Weg 1  
D-48155 Münster  
Germany

**Web:** [www.gws.ms](http://www.gws.ms)

**Phone:** +49 251 7000-02  
**Fax:** +49 251 7000-3910  
**Mail:** [info@gws.ms](mailto:info@gws.ms)  
**Microsite:** [www.erpsystem.de/gevis-erp-ax](http://www.erpsystem.de/gevis-erp-ax)  
**Blog:** [blog.gws.ms](http://blog.gws.ms)  
**YouTube:** [youtube.gws.ms](http://youtube.gws.ms)

### ANDREAS WANSTRATH

Senior Director Sales



**Phone:** +49 251 7000-3913  
**Cell:** +49 171 7110009  
**Mail:** [andreas.wanstrath@gws.ms](mailto:andreas.wanstrath@gws.ms)

### THOMAS JUNGLAS

Senior Director Marketing & Partner



**Phone:** +49 251 7000-3933  
**Cell:** +49 173 7199376  
**Mail:** [thomas.junglas@gws.ms](mailto:thomas.junglas@gws.ms)

## FURTHER INFORMATION

### SALES

- Powerful search engine and extensions to handle 'millions' of for items, debtors & creditors
- Sales reporting
- Storage location registration
- Standard order categories
- Identification and pre-allocation management using order categories
- Pre-allocation of order headers using templates
- Order categories and templates can be linked
- Differentiated pre-allocation to in-house/field sales
- Advanced credit limit check
  - Extended settings and multiple levels
  - Extended description in orders
  - Differentiation of debtors using profiles
  - Consideration in sales reporting
  - Display of credit insurance
- Transaction Reporting
  - Free definition of status and follow-up processes
  - Establishment of rules using testing methods
  - Automation of tasks using workflow components
  - Further automation using booking templates
- Quotation processing
  - Offer categories available for pre-allotment
  - Identification of alternative items
  - Identification of package offers

- Line by line reference to offers in order
- Notice and transfer functions in order
- Quotation calculation\*
- Contribution margin views\*
- Distribution Management
  - Assignment of delivery type using set-up table
  - Link to order categories
  - Location/storage management using delivery type
  - Reservation management through delivery type
  - Direct availability view in order
  - Order history / transaction history\*
  - Order calculation\*
  - Contribution margin views\*
  - Margin protection extension\*
  - Expansion of cancellation function\*
- Reservation methods
  - Consideration of purchasing delivery time and sales delivery date
  - Differentiated per storage location
  - Consideration of priorities
  - WMS compatible
- Complete delivery
- Order block
  - Linking of standard functions
  - Extension of block characteristics
  - Pre-allocation with master data
- Purchase order from commission
  - Capture made shorter
  - Flexible number of options
  - Article and delivery type-related control
  - Stock transfer from order
  - Unambiguity for diverse articles
- Billing - Invoice verification / bill of delivery approval\*
- Receipt texts
  - Selection of receipt text placement: header, footer, before/after the item, right next to the item
  - Standard text blocks
- Sales Cockpit
  - Central sales transaction mask
  - Customer data available at a glance
  - Quick entry of orders and offers
  - Quick access to debtor invoices, addresses, contacts
- Advanced pricing and terms

## SUPPLIER ITEM MASTER DATA MANAGEMENT (CATALOG MANAGEMENT)

- New construction of catalog management module
- Flexible import of supplier article data
- Article pool with article data useful for ERP
- System-supported reconciliation w/ article master
- Master data / price update
- Integration in merchandise management processes
- Entirely new module: design and development based on industry experience with the technical wholesale and sanitary, heating and air-conditioning sectors of gevis | NAV
- Catalog articles exist as separate entities parallel to the article master
- Integration in article master data
  - New creation: master record, multilingual article labels, prices, creditor relationship, references, EAN/GTIN
  - Refinement of existing articles (connection)
  - Article and price updates
- Integration in sales and purchasing search processes, price determination and labeling
- Integration in company-specific terms for purchasing and sales
- Use of catalog articles as special articles or master articles
- Rights concept allows for separation into areas of accountability
- Entry of supplier or manufacturer raw data in multi-step or staging concept
  - transparent processing in daily ledgers
  - open interface, which is configurable at the surface (csv, Excel, XML)
  - flexible mapping and decryption of data
  - data check before activation
  - convenient approach to dealing with errors
  - selective activation of error-free data sets
- Updates can be complete or partial (“...just want to enter new sales prices quickly”), dependent on the purpose
- Multiple links of master articles to catalog articles
- Inclusion of individually developed procedures for import, decryption and validation
- Can run in batch mode
- Implementation of “flat” data structures in AX-typical 1:n relations
- Inclusion of further tables and fields\*
- Usage of date formulas\*
- Use of the AX data templates upon activation\*

## OBJECT MANAGEMENT

- Newly created module for object management
- Administration of objects / work areas (structures)
- Administration of object data, scheduling
- Administration of contacts, persons responsible etc.
- Integration in merchandise management processes
  - Expansion of price maintenance and determination\*
  - >> Object-related purchasing prices and terms\*

## ITEM (ARTICLE) & SET MANAGEMENT

- Discontinuation
  - Creation of rules to manage discontinued articles
  - Per company, per location, per supplier
  - Sell-off of inventory, then automatic
  - Automatic blocking of article after sell-off
  - Change from stock item > procurement item
  - Rules for succession
- Parts list and item sets
  - Added functions in the environment of the SET
  - Consideration of the GWS price determination
  - Parts list / set in commercial process
  - Parts list / set in production process
  - Extensions with the product configurator
  - Price modification and distribution functions\*
  - Expansion of partial deliveries\*

## ADDITIONAL TOPICS

- Price determination service with 'in memory technology'
- Master data sensors
- Powerful Search
  - Additional entities for the search server search
  - Integration of SQL server full-text search (article, customer, supplier)
  - Application to the extended data type level (independent of forms -> located where the field with the data types is found)
- Integration of 3rd Party solutions:
  - shipping software
  - Output Management
  - DMS (Archive)

## FINANCE & ACCOUNTING

- Analysis: from Management Reporter (free report analysis and distribution per HTML)
- Bank statement processing: reading, automatic initial account assignment under consideration of allowance tolerances and waiting days, visualization through status signal light
- Payment notification processing occurs in a manner analogous to bank statements, in order to regulate payments to purchasing associations. "On account" down payments can be balanced with the help of periodical clearing proposals
- Convenient dunning system with online views and calculation of interest as well as output management through own contact information per email, fax, printing (using Transform/Bottomline)
- Payment suggestion through discount window and discount override in secure SEPA direct debit or credit transfer process
- Freely-definable import interface on the surface for filling out daybooks from upstream systems (payroll, tills, etc.)
- Incoming invoice review for volumes, prices, tax situation, summation check level with connection to archive (early and late scanning)

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