




## Feature list K3|pebblestone App

  
**K3|pebblestone Cloud (Gen. 2) - April**  
based on Microsoft Dynamics 365 Business Central 2019 Wave 2 (version 16)

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# 1. K3|pebblestone Items

## 1.1 Sizes and Colours in Matrix

Products within fashion can have many different colours and sizes. To manage all these different product options in an efficient way, K3|pebblestone created the matrix throughout the whole system.

Products can also have 2 different size options and a colour option, for this K3|pebblestone has added an extra size option to the matrix, so it is possible to handle 3 dimensions in the matrix.

Take the jeans as an example, the waist and inseam are the size options and on top of that you have the colour of the jeans.

MATRIX

Order 2036 Item 10056

Matrix

Sales Document Status: Open

Matrix Value: Quantity

Sales Lines

CODE	TOT...	28	29	30	31	32	33	34	36	38	40
BLACK	:										
28											
30											
32											
34											
36											
BLUE											
28											
30	:										
32											
34											
36											
Total											

Color Picture

Size ranges can differ per region/country and that's why it is possible in K3|pebblestone to setup a mapping for country specific size ranges. For example, in Europe you have 36, 38, 40 etc. and in Great Britain this is 10, 12, 14 etc. Customers can order in their region/ country specific size ranges.

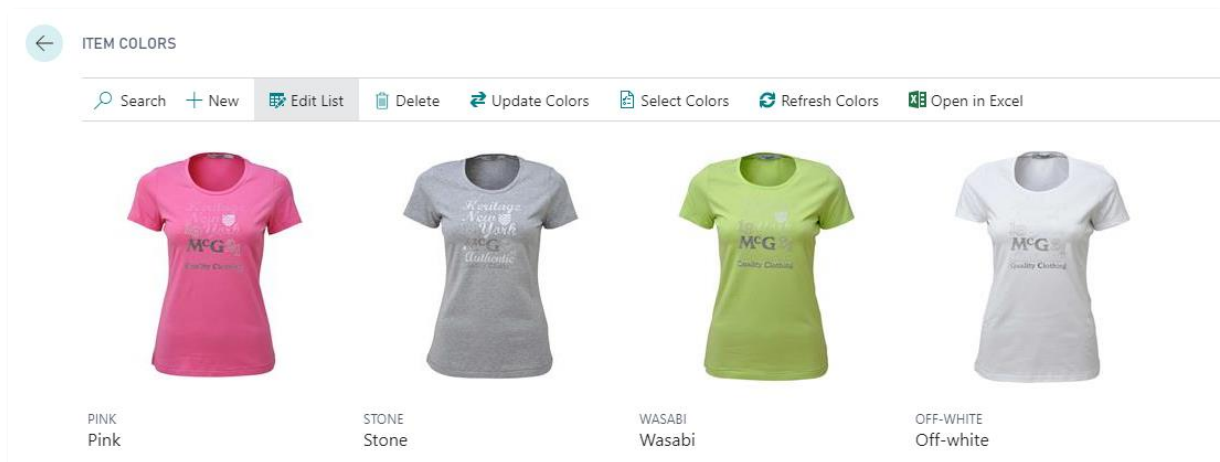
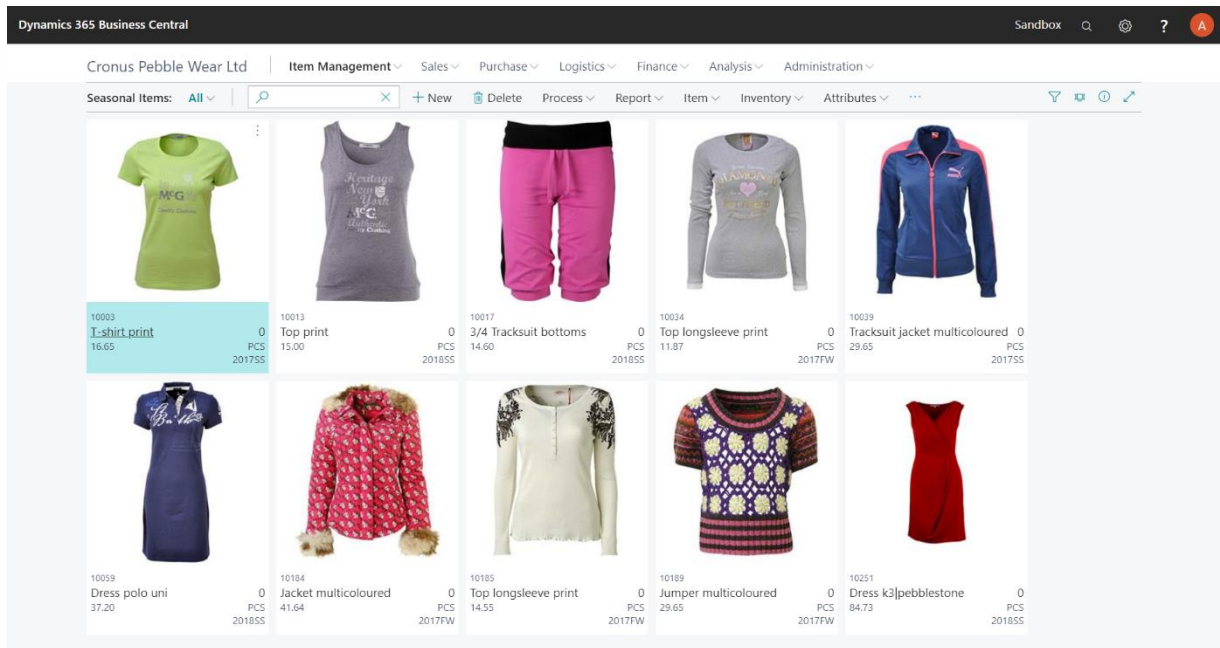
For every colour a base colour can be assigned. It is also possible to work with uniform colour specifications like RGB and Hex codes.

Automatically create barcode numbers in several supported formats (EAN8/ EAN13 /EAN14/ GS1) and assign them to items and item variants, barcodes can be printed on item level. The barcode labels can also be printed based on a sales order or purchase order.



## 1.2 Item pictures

Pictures within K3|pebblestone can be setup on item level and could differ per colour level.



## 1.3 Seasons and Delivery Drops

Products within fashion are part of a season which can be broken down into delivery drops, for example Spring/Summer 1 or Spring/Summer 2. If a product is not part of a season than it is a NOOS product. The season and delivery drop within K3|pebblestone supports the specific way of working within fashion. These are more than just a field on the item card, these are also used when creating a sales order, purchase order and deliveries to customers.

When an item is successful it could become a Carry-over item, this means that the item is part of more than one season. You can attach different seasons on item and colour level and K3|pebblestone supports this and makes sure that the different seasons are linked to the item and colour.

## 1.4 Composition and Tariff no.

The Composition is created by choosing the raw materials and the corresponding percentages. The sum of the raw materials needs to be 100%, K3|pebblestone is checking this and the created Composition can be added to the item and material card.

CODE	DESCRIPTION	PERCENTAGE
CO	Cotton	40
MD	Modal	40
NY	Nylon	
PC	Polyacryl	
PL	Polyester	20
SE	Silk	
VI	Viscose	
WO	Wool	

The Composition and the Tariff no. can be setup on product or colour level. It is possible to set them up on item level and the values will be automatically copied to the colour level. If the composition and tariff no. is different than this can be changed on colour level.

For example, the white fabric is made of 100% cotton but the blue and pink fabric is a mix of 90% cotton and 10% polyester.

Color Code	Descripti...	Sorting ↑	Sample	Order Threshold	Item Phase Code	Composition Code	Tariff No.
WHITE	White	10		0	DELIVERY	CO100	5201 00 2200
BLUE	Blue	60		0	DELIVERY	CO90PL10	5201 00 3800
→ PINK	Pink	110		0	DELIVERY	CO90PL10	5201 00 3800



## 1.5 Wash and Care fact box

Wash and Care fact box attached to the item card shows how the product should be handled. K3|pebblestone comes with a standard set of Wash and Care instructions but these can be adjusted if needed.

The screenshot shows the 'Item Card' for '10251 · Dress k3|pebblestone'. The 'Wash and Care' section is expanded, displaying a grid of care instructions with corresponding icons:

WASH	BLEACH	TUMBLE D...
No machine	No bleaching	Don't tumbk
IRON	DRY CLEAN	
1* Iron temp	Can be dry c	

## 1.6 Style and Fashion specific fields

A style is a higher level above the products which can group products together. When creating a Sales Order, the style can be used during order entry and you can choose products which belong to the style.

Other fashion specific fields which has been added to K3|pebblestone are Brand, Collection, Theme, Gender, Fit, Main Material No., Weave Type and Finish.

The screenshot shows the 'Item Card' for '10251 · Dress k3|pebblestone'. The 'Picture' section is expanded, displaying a red dress. The 'Item' section contains the following fields:

Item	
No. ....	10251
Description .....	Dress k3 pebblestone
Base Unit of Measure .....	PCS
Item Phase Code .....	PRESALES
Season Code .....	2020SS
Delivery Drop Code .....	1
Item Category Code .....	DRESSES
Collection Code .....	CASUAL
Brand Code .....	AWESOME
Gender Code .....	WOMEN
Theme Code .....	
Fit Code .....	REGULAR
Size Range Code .....	WOMEN
2nd Size Range Code .....	
Color Group Code .....	BASE
Available Colors .....	2, click to change...
Composition Code .....	WOS5PL40LY5
Style No. ....	
Main Material No. ....	F-10003
Weave Type Code .....	PANAMA
Finish Code .....	STRETCH
Last Date Modified .....	2/14/2020

## 1.7 Material card

On the material card the following fields are available:

- The Weave Type specifies the construction of the fabric. What kind of construction is the fabric.
- Finish specifies how the material is finished.
- Width makes it possible to setup the width of the fabric.
- Shrinkage Length and Width % make it possible to setup the percentage of potential shrinkage of the fabric.

The screenshot shows the 'ITEM CARD' for 'F-10004 · Fabric Jeans' with a work date of 1/18/2018. The card is divided into two main sections: 'Item' and 'More options'. The 'Item' section contains a list of fields with their respective values or selection options. The 'More options' section contains additional fields, some of which are highlighted in blue.

Item		More options	
No.	F-10004	Size Range Code	
Description	Fabric Jeans	2nd Size Range Code	
Base Unit of Measure	M	Color Group Code	BASE
Item Phase Code	BUYING	Available Colors	13, click to change...
Season Code	NOOS	Composition Code	CO100
Delivery Drop Code		Weave Type Code	PLAIN
Item Category Code		Finish Code	STONEWASH
Collection Code	CASUAL	Width	1.6
Brand Code		Shrinkage Length %	10
Gender Code		Shrinkage Width %	4
Theme Code		Last Date Modified	2/11/2020

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'K3|pebblestone Items'. In just over 6 minutes we show how the Fashion specific Items are managed within K3|pebblestone.

## 2. Samples

Within K3|pebblestone we have introduced a sample variant, which allows the registration of samples under the same collection item number. Working with a sample variant enables you to separate the samples easily from the regular collection, and you can set up different purchase and sales prices. Item variants will be created based on the standard sample size, and you can create as many different sample colours as you need.

On the item card, the automatically created samples are available and can be adjusted if needed.

Item No.	Season Code	Color Code	Size Code	2nd Size Code	Item Category Code	Collection Code	Brand Code	Gender Code
10001	2021SS	BLACK	M		SHIRTS	SPORTS	AWESOME	WOMEN
10001	2021SS	PINK	M		SHIRTS	SPORTS	AWESOME	WOMEN
→ 10001	2021SS	ICE	M		SHIRTS	SPORTS	AWESOME	WOMEN

By deleting the filters, you can display the complete list of available samples.

Item No.	Season Code	Color Code	Size Code	2nd Size Code	Item Category Code	Collection Code	Brand Code	Gender Code
3610100	NOOS	RED	38		SHIRTS	OUTDOOR	PROTEST	WOMEN
3610100	NOOS	BLACK	38		SHIRTS	OUTDOOR	PROTEST	WOMEN
10256	2021SS	ORANGE	L		SHIRTS	CASUAL	NORTHWIND	MEN
10256	2021SS	BLUE	L		SHIRTS	CASUAL	NORTHWIND	MEN
1007	2021SS	BLUE	L		SHIRTS	SPORTS	AWESOME	MEN
1007	2021SS	BLACK	L		SHIRTS	SPORTS	AWESOME	MEN
10256	2021FW	BLUE	L		SHIRTS	CASUAL	NORTHWIND	MEN
1005	2020SS	GREEN	M		SHIRTS	BEACH	AWESOME	WOMEN
1005	2020SS	BLUE	M		SHIRTS	BEACH	AWESOME	WOMEN
→ 1007	2020FW	BLUE	L		SHIRTS	SPORTS	AWESOME	MEN



### 3. Item phases within K3|pebblestone

When creating a collection, the items are going through different phases. The item phases within K3|pebblestone makes it possible to follow the lifecycle of the item, from Design to Closing Sales.

The total number of items in a specific Item Phase are displayed and by clicking on the number of pieces, the list of items is opened.

Item Phase Matrix									
CODE	DESCRIPTION	TOTAL	PRODUCT DEVELOPMENT	PRESALES	BUYING	DELIVERY	DIRECT SALES	CLOSING SALES	BLOCKED
NOOS	Never Out of Stock	—	—	—	—	—	—	—	—
2018SS	Spring/Summer 2018	—	—	—	—	—	—	—	—
2018FW	Fall/Winter 2018	16	—	—	—	—	—	16	—
2019SS	Spring/Summer 2019	27	—	—	—	—	27	—	—
2019FW	Fall / Winter 2019	37	—	—	—	37	—	—	—
2020SS	Spring/Summer 2020	22	4	18	—	—	—	—	—
2020FW	Fall / Winter 2020	—	—	—	—	—	—	—	—

Sometimes items will not make it through the final phase, for example during the Presales an item hasn't been sold enough and minimum buying quantities aren't met. The items will not be produced and need to be cancelled on the Sales orders.

Within the different item phases some processes are available and other aren't.

The items phases are linked to the item status, down below you see an overview of the various item phases and the processes which are available per item phases:

CODE	DESCRIPTION	SORTING	SAMPLES OPEN	SALES OPEN	PURCHASE OPEN	RECEIVING OPEN	DELIVERY OPEN	RETURNS OPEN	NO. OF ITEMS
DESIGN	Design	10	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0
PRODUCT DEVELOPMENT	Product Development	20	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4
PRESALES	Presales	30	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15
BUYING	Buying	40	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	2
DELIVERY	Delivery	50	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	37
DIRECT SALES	Direct Sales	60	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	46
CLOSING SALES	Closing Sales	70	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	16
BLOCKED	Blocked / Discontinued	80	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Item phases within K3|pebblestone'. In just under 3 minutes we show how the Item phases and Item status work together to manage the lifecycle of items within K3|pebblestone.

## 4. Sales ordering within K3|pebblestone

### 4.1 Presales ordering

In the fashion industry, a substantial part of sales is achieved through Presales. Using samples, the representatives are selling collections, that will be delivered months later.

SALES ORDER | WORK DATE: 8/2/2019

10275 · Wilger Young Fashion

Process Release Posting Prepare Order Print/Send Navigate More options

**General** Show more

Order Type Code: PRESALES Requested Delivery Date:

Season Code: 2020SS External Document No.:

Brand Code:

Customer Name: Wilger Young Fashion Salesperson Code: AH

Order Date: 8/2/2019 Size Range Region Code: EU

Open

NO.	DESCRIPTION	BASE UNIT OF MEASURE	UNIT PRICE
10001	T-shirt print	PCS	11.63
10002	T-shirt multicoloured	PCS	12.50
10010	Top uni	PCS	14.00
10013	Top print	PCS	15.00
10014	T-shirt uni	PCS	16.00

Lines Manage More options

TYPE STYLE NO. NO. + New Select from full list

UNIT OF MEASURE CODE	UNIT PRICE	DISCOUNT %	LINE AMOUNT

When creating a sales order, the attached order type presales will determine the behaviour during ordering. For presales items no stock and credit limited warnings will appear. The items are not in stock and the delivery of the items will be done months later. When the items are delivered, months later, the credit limited of the customers can be checked.

The season can be attached to the order type and this makes it possible that during sales order creation it is only possible to choose items of the attached season. If NOOS items are part of the Presales they can also be made available on the Presales order.

### 4.2 NOOS Ordering

Beside the presales collection you have also the in-season and NOOS collections. These items are in stock and will be delivered right away.

NOOS can also be setup in the order header and you can choose the items from the NOOS collection. When a NOOS order has been placed you send this directly to the warehouse so it can be picked. During ordering the stock information is available.

SALES ORDER | WORK DATE: 8/2/2019

10276 · Wilger Young Fashion

Process Release Posting Prepare Order Print/Send Navigate More options

**General** Show more

Order Type Code: NOOS Requested Delivery Date:

Season Code: NOOS External Document No.:

Brand Code: AWESOME Salesperson Code: AH

Customer Name: Wilger Young Fashion Size Range Region Code: EU

Order Date: 8/2/2019

Open

NO.	DESCRIPTION	BASE UNIT OF MEASURE	UNIT PRICE
10038	Shirt striped	PCS	31.25
10181	Colbert uni	PCS	95.81

Lines Manage More options

TYPE STYLE NO. NO. + New Select from full list

UNIT OF MEASURE CODE	UNIT PRICE	DISCOUNT %	LINE AMOUNT

### 4.3 Ordering for distributors

Distributors are responsible for different brands and during sales order creation it is important to take the brand as a starting point.

NO.	DESCRIPTION	BASE UNIT OF MEASURE	UNIT PRICE
10022	3/4 Shorts uni	PCS	18.72
10043	Jacket uni	PCS	54.76
10045	Tracksuit jacket uni	PCS	33.31
10049	Tracksuit bottom uni	PCS	28.30
10050	Pants uni	PCS	20.75

Within K3|pebblestone it is possible to choose the brand on the sales order and this will filter the items for the attached brand.

The payment conditions per brand could differ based on the customer, customer price group or country. K3|pebblestone makes it possible to set this up so during sales order creation the correct payment conditions is attached automatically on the sales order.

### 4.4 Ordering through Ratio Curve

Easy order entry using ratio curve templates, which include distribution in values over colours. After using the ratio curve on the sales orders (or purchase order), it is possible to change the quantities and the ratio curve is not stored any more.

Code	Total	28	29	30	31	32	33	34	36	38	40
→ RC001	110	4	10	18	20	20	18	12	6	2	
28	20	2	2	4	4	4	2	2			
30	28	2	4	6	6	4	4	2			
32	22		2	4	4	4	4	2	2		
34	20		2	2	4	4	4	2	2		
36	20			2	2	4	4	4	2	2	

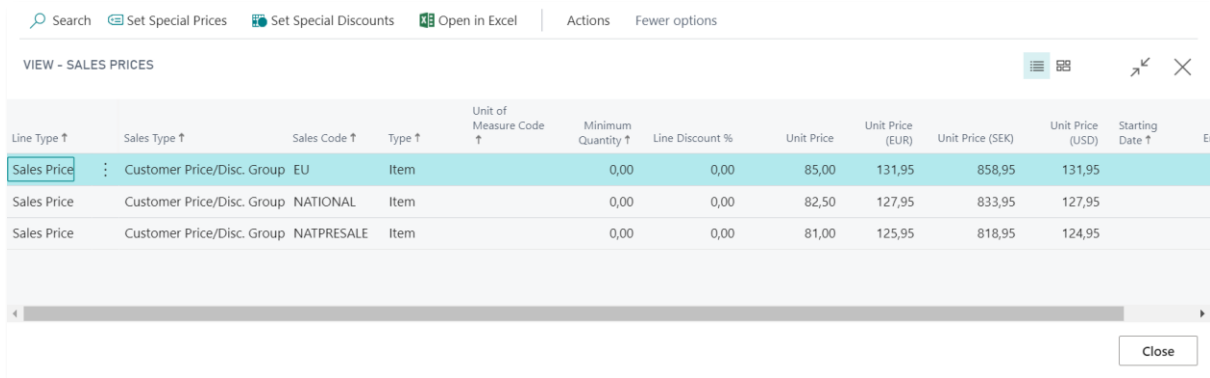
Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Sales ordering within K3|pebblestone'. Little under the 6 minutes we show all the options of Sales order creation within K3|pebblestone.

## 5. Sales Prices

### 5.1 Sales prices in different currencies

When a company is operating in different countries with different currencies it is possible to automatic calculate the prices based on the currency exchange rate, including commercial rounding method.

The functionality is available on the unit price and the recommended retail price.



Line Type ↑	Sales Type ↑	Sales Code ↑	Type ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Unit Price	Unit Price (EUR)	Unit Price (SEK)	Unit Price (USD)	Starting Date ↑
Sales Price	Customer Price/Disc. Group	EU	Item		0,00	0,00	85,00	131,95	858,95	131,95	
Sales Price	Customer Price/Disc. Group	NATIONAL	Item		0,00	0,00	82,50	127,95	833,95	127,95	
Sales Price	Customer Price/Disc. Group	NATPRESALE	Item		0,00	0,00	81,00	125,95	818,95	124,95	

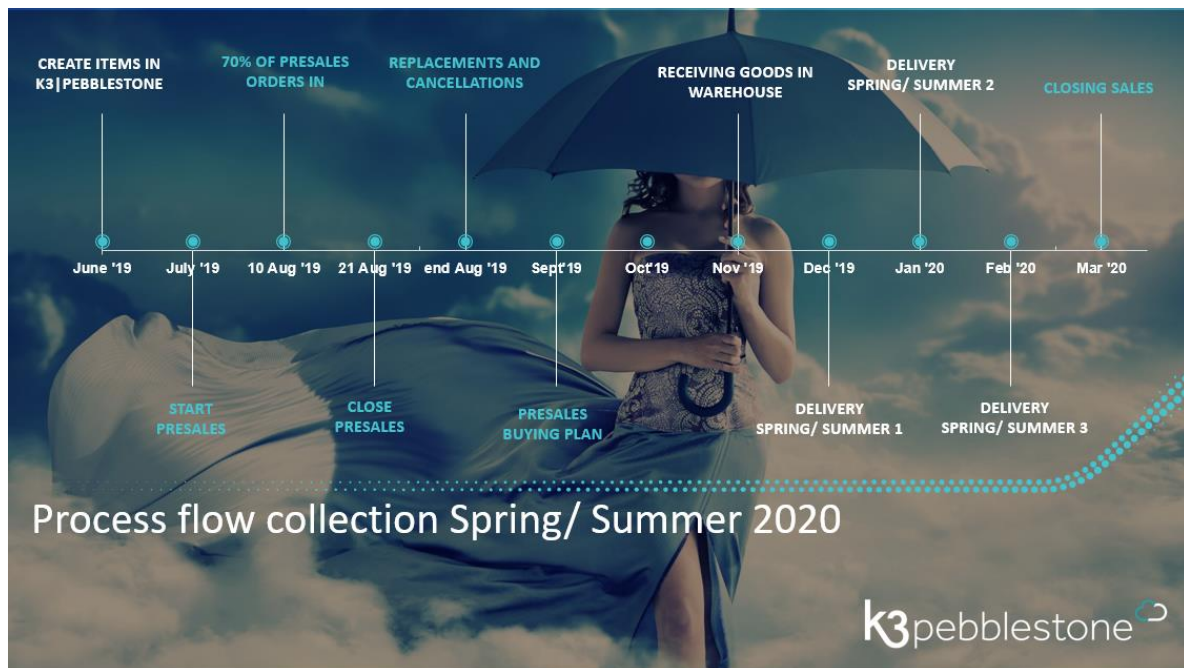
### 5.2 Order Type Pricing

Prices can be different based on the order type of the sales order. If a customer is ordering the K3|pebblestone dress during the presales the price of the product is lower compare to when that same dress is re-ordered during the season.

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Sales Prices'. Within 2 minutes we show all the options around Sales Prices within K3|pebblestone.


## 6. K3|pebblestone Presales Plan

This is the way a presales process for the Spring/Summer 2020 collection could look, starting presales of the collection in June, and closing the season with the closing sales in March the next year.



The green marked activities are specific for fashion wholesalers and during these activities it is crucial to have insight in the product development, sales and purchase of the collection. This is the reason why K3|pebblestone created a dashboard around this whole process. This is not a BI dashboard where you can only look at the information, but a dashboard from where decisions can be made, and process can start.

From gathering the presales sales orders, making replacement and cancellation decisions up to the creation of the purchase orders and closing the season. All managed from one dashboard which shows updated information and allows the wholesaler to make the accurate decisions.

<div> Edit List Propose New Item Phases Apply New Item Phases Create Purchase Orders End of Season Cancellations Open Matrix Open in Excel Actions Fewer options </div>																
EDIT - PRESALES PLAN																
<div> <div>Filters</div> <div> <div>Season Filter</div> <div>2020SS</div> </div> <div> <div>Order Threshold Filter</div> <div></div> </div> <div> <div>Item Filter</div> <div>10001 10251 10221 10059 10010</div> </div> <div> <div>Delivery Drop Filter</div> <div></div> </div> <div> <div>Item Phase Filter</div> <div></div> </div> <div> <div>Location Filter</div> <div></div> </div> <div>Show less</div> </div>																
<div> <div>Picture</div>  </div>																
TYPE	CODE	DESCRIPTION	QTY ON PRESALES ORDER	ADDITIONAL QTY. TO PURCHASE	TOTAL DEMAND	ORDER THRESHOLD	THRESHOLD COVERAGE	IGNORE ORDER THRESHOLD	ITEM PHASE CODE	NEW ITEM PHASE CODE	NEW ITEM NO.	NEW COLOR CODE	REPLACE..	EXPECTED REVENUE	EXPECTED COSTS	SUPPLY COVERAGE
Item	10001	T-shirt print	234	68	302		0%		BUYING				REPL-000001	3,298.05	2,902.22	0%
Color	BLACK	Black	118	68	186	100	100%		BUYING					2,053.95	1,787.46	0%
Color	PINK	Pink	-	-	-	100	0%		BLOCKED				REPL-000001	0.00	0.00	0%
Color	ICE	Ice	116	-	116	100	100%		BUYING					1,244.10	1,114.76	0%
Item	10010	Top uni	100	-	100		0%		DIRECT SALES					1,290.00	1,155.00	0%
Color	BLACK	Black	50	-	-	100	50%		DIRECT SALES					0.00	0.00	0%
Color	PINK	Pink	50	-	-	100	50%		DIRECT SALES					0.00	0.00	0%
Item	10059	Dress polo uni	20	-	20		0%		PRESALES					685.74	609.40	0%
Color	MIDNIGHT	Midnight	10	-	-	50	20%		PRESALES					0.00	0.00	0%
Color	OFF-WHITE	Off-white	10	-	-	10	0%		PRESALES					342.68	304.70	0%
Item	10221	Hoodie print	448	-	448		0%		PRESALES					17,051.28	18,188.80	0%
Color	STONE	Stone	224	-	-	300	75%		PRESALES					0.00	0.00	0%
Color	CERULIAN	Cerulian	224	-	-	300	75%		PRESALES					0.00	0.00	0%
Item	10251	Dress k3pebblestone	281	25	306		0%		BUYING				REPL-000001	27,982.10	15,251.04	0%
Color	RED	Red	-	-	-	200	0%		BLOCKED				REPL-000001	0.00	0.00	0%
Color	PETROL	Petrol	281	25	306	200	100%		BUYING					27,982.10	15,251.04	0%
<div> <div>Total Amounts</div> <div> <div>Expected Revenue</div> <div>50,307.17</div> </div> <div> <div>Expected Costs</div> <div>38,106.46</div> </div> <div>Presales Planning</div> <div> <div>Code</div> <div>PETROL</div> </div> <div> <div>ADDITIONAL DEMAND</div> <div>0</div> </div> <div> <div>Qty. on Direct Order</div> <div>0</div> </div> <div> <div>SUPPLY</div> <div>0</div> </div> <div> <div>Inventory for this Season</div> <div>0</div> </div> <div> <div>Qty. on Purch. Order</div> <div>0</div> </div> <div> <div>Special Purch. Prices &amp; Disco...</div> <div>0</div> </div> <div>Create New...</div> <div>Close</div> </div>																

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'K3|pebblestone Presales Plan'. Within 3,5 minutes we show what kind of information is available within the K3|pebblestone Presales Plan.



## 7. Cancellations and Replacements within K3|pebblestone

In the fashion industry, a substantial part of sales is achieved through presales. Using samples, the representatives sell collections that will be delivered months later.

During the presales period certain items prove to sell better than others. Some items may sell so poorly that the decision is made not to purchase or produce them. At that moment, the samples of the items concerned are taken out of the salesmen sample collection and in the remaining part of the presales period they focus on the items that do sell well. In that case, the company must decide what to do with the sales orders already created for the now cancelled items – these need to be adjusted.

Within K3|pebblestone we have advanced functionality to manage the replacements and cancellations in an efficient way. K3|pebblestone searches for all the sales orders that contain the relevant replacement or cancelled items. Actions can be set up to adjust the sales orders, by cancelling the items or replacing the items with similar items, in an automated way.

Manage Process Report More options

EDIT - REPLACEMENT - REPL-000001

General

No. REPL-000001 Reason Code

Description Cancellation for drop 1 Status In progress

Lines Manage

REPLAC... METHOD	PRICE ADJUST...	RE... SHI... DA...	ITEM NO.	ITEM DESCRIPTION	COLOR CODE	SIZE CODE	2ND SIZE CODE	NEW ITEM NO.	NEW COLOR CODE	NEW SIZE CODE	NEW 2ND SIZE CODE	REASON CODE
Replace	Original	<input type="checkbox"/>	10001	T-shirt print	PINK			10001	ICE			REPLACE
Cancel	Original	<input type="checkbox"/>	10251	Dress k3 pebblestone	RED							ITEMCANCE
		<input type="checkbox"/>										
		<input type="checkbox"/>										

Close

K3|pebblestone keeps track of these adjustments so you can report on them later. Gain and loss amount can be automatically registered.

The customers can be informed about the cancelled or replaced items through the cancellation confirmation which will be created when items are cancelled or replaced.

**Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Cancellations and Replacements within K3|pebblestone'. In around 4 minutes we show how cancellations and replacements are managed within K3|pebblestone.**

## 8. Purchase order creation within K3|pebblestone

When all the presales orders are placed and the cancellations and replacements are done, the purchase orders can be created within the presales plan. Within the presales plan it is possible to add additional quantity to the purchase order.

Page

EDIT - MATRIX - 10001 BLACK

**Matrix**

Matrix Value ..... Additional Qty. to Purchase Filtered on 1 Statistics, click to change..

Order Threshold ..... 200

**Statistics**

CODE	TOTAL	XXS	XS	S	M	L	XL	XXL
Qty. on Presales Order	186	25	43	44	51	19	4	

**Lines**

CODE	TOTAL	XXS	XS	S	M	L	XL	XXL
EAST								
MAIN	44	5	7	6	9	11	6	
RETURN								
WEST								
BLACK	44	5	7	6	9	11	6	

Close

Quantity on presales orders and the order threshold is available as a statistic value. In the above example the total amount on the purchase order will be 220 pieces. 186 pieces are needed to delivery the items ordered on presales orders and the 44 pieces is extra stock available for reorders.

NOOS items can be part of the presales buying process and delivered together with the season products, if NOOS is part of the setup of the season.

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Purchase Order creation within K3|pebblestone'. In around 1,5 minutes we show how the Purchase orders are created including additional stock, if needed.

## 9. End of Season cancellations within K3|pebblestone

Just before the closing sales start, all the outstanding quantities need to be cancelled, so there is a clear view of the available items for the closing sales. At this moment, no customer will accept a delivery at full price. This is the moment when a stock list is created and sent to customers, so they know what they can reorder, with discount.

← REPLACEMENT WORKSHEET | WORK DATE: 8/2/2019 ✓ SAVED

Replacement No. ....

Manage ✚ Post 🔄 Refresh Accept ✓ Force Accept 🖨 Print... More options

ACCEPT	REASON NOT ACCEPTED	DOCUMENT NO.	REPLACEM... METHOD	PRICE ADJUST...	RECALCU... SHIPMENT DATE	ITEM NO.	VARIANT DESCRIPTION	OUTSTAN... QUANTITY	REASON CODE	ORDER STATUS	SPECIAL ORDER	DROP SHIPMENT
<input checked="" type="checkbox"/>		10271	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	3	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		10272	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	3	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		10273	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	6	SHORTAGE	Released	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2041	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2041	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2043	Cancel	Original	<input type="checkbox"/>	10001	Black-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	In Purchase Order	10256	Cancel	Original	<input type="checkbox"/>	10010	Black-34	5	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		10253	Cancel	Original	<input type="checkbox"/>	10013	Green-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		10254	Cancel	Original	<input type="checkbox"/>	10013	Green-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2042	Cancel	Original	<input type="checkbox"/>	10013	Green-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2043	Cancel	Original	<input type="checkbox"/>	10013	Green-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2043	Cancel	Original	<input type="checkbox"/>	10013	Green-XXS	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		10256	Cancel	Original	<input type="checkbox"/>	10059	Midnight-34	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2002	Cancel	Original	<input type="checkbox"/>	10216	Black-34	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2004	Cancel	Original	<input type="checkbox"/>	10216	Black-34	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2007	Cancel	Original	<input type="checkbox"/>	10216	Black-34	1	SHORTAGE	Released	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2009	Cancel	Original	<input type="checkbox"/>	10216	Black-34	1	SHORTAGE	Open	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>		2011	Cancel	Original	<input type="checkbox"/>	10316	Black-34	1	SHORTAGE	Released	<input type="checkbox"/>	<input type="checkbox"/>

Through the presales plan we create a selection of the items and by pressing the button End of Season Calculation the worksheet generating all the outstanding items on the sales orders in K3|pebblestone. By clicking on Carry Out Cancellation the outstanding quantity will be post as a difference.

The report Inventory and Price list can be used to inform the customer what they can reorder and includes the unit price and the recommended retail price. This Inventory and Price list has the option to include the pictures of the items.

**Item Availability**  
CRONUS Pebble Wear Ltd. (Nov)

Monday, October 7, 2019  
Page 1  
LANDSTEINER-ITALY

All Customers  
As of November 20, 2019

10005	T-shirt print	Unit Price	Recommended Retail Price	9.62	22.09	XXS	XS	S	M	L	XL	XXL	3XL	4XL	5XL
		Inventory	9	1	1	1	2	2	1	1					
		Inventory	9	1	1	1	2	2	1	1					
		Inventory	1	1	1	1	3	1	1						
		Inventory	45	2	5	5	10	10	6	6					
		Inventory	1	1	2	1	2	1	1	2					
		Inventory	10	2	4	4	6	6	4	4					
		Inventory	4	1	1						1	1			
		Inventory	6	1	1	2	2	2			1	1			
		Inventory	7	1	1	1	1	1	1	1	1	1			
		Inventory	7	1	1	1	1	1	1	1	1	1			
		Inventory	3	1	1	1	2	1	1	1					
		Inventory	10	1	2	5	6	2			1	1			

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'End of Season cancellations within K3|pebblestone'. Little over 1,5 minutes we show how a season can be closed within K3|pebblestone.

## 10. Item Supply Planning within K3|pebblestone

The Item Availability fact box is specially created by K3|pebblestone to give the user information around the availability of the item. You find this fact box on the Item list and item card. When clicking on the quantity the matrix is opened and you can look at the quantity divided over the colours and sizes.

**ITEM CARD** 10059 · Dress polo uni

Process Item History Actions Navigate Fewer options

**Item** Show more

No. ....	10059 ...	Brand Code ....	AWESOME ▾
Description ....	Dress polo uni	Gender Code ....	WOMEN ▾
Base Unit of M...	PCS ▾	Fit Code ....	▾
Item Phase Code ..	DELIVERY ▾	Size Range Code ..	WOMEN ▾ ...
Season Code ....	2020SS ▾	2nd Size Rang...	▾ ...
Delivery Drop ...	1 ▾	Available Colors ..	2, click to change...
Item Category ...	DRESSES ▾	Composition C...	CO90PL10 ▾
Collection Code ..	SPORTS ▾	Style No. ....	▾

**Inventory** Show less

Shelf No. ....		Net Weight ....	0
Search Descrip...	DRESS POLO UNI	Gross Weight ....	0
Prevent Negati...	Default (No) ▾	Unit Volume ....	0

**Picture** ▾

**Item Availability**

Inventory	120
Availability	330
Qty. on Purch. Order	510
Qty. on Sales Order	300

When the purchase orders are due the wholesaler needs insight in which items are being delivered by the vendors. The item supply planning gives insight in when the items can be expected and in case of a delay the customer can be informed about this. The overview could also help to plan the work in the warehouse.

Manage Item Supply Planning Details

EDIT - ITEM SUPPLY PLANNING

CODE	DESCRIPTION	OUTSTANDING QUANTITY	QUANTITY	RECEIVED QUANTITY	EXPECTED RECEIPT DATE	REQUESTED RECEIPT DATE	PLANNED RECEIPT DATE
10059	Dress polo uni	510	510	0			
MIDNIGHT	Midnight	260	260	0			
	Purchase Order - 106005	200	200	0	12/15/2019		12/15/2019
	Purchase Order - 106006	40	40	0	10/10/2019		10/10/2019
	Purchase Order - 106008	20	20	0	9/12/2019		9/12/2019
OFF-WHITE	Off-white	250	250	0			
	Purchase Order - 106005	200	200	0	12/15/2019		12/15/2019
	Purchase Order - 106006	30	30	0	10/10/2019		10/10/2019
	Purchase Order - 106008	20	20	0	9/12/2019		9/12/2019

Close

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'Item Supply Planning within K3|pebblestone'. Within 2 minutes we show how K3|pebblestone gives insight in stock availability and due dates of outstanding purchase orders.

## 11. K3|pebblestone Receipt Worksheet

The receipt worksheet enables the user to handle receipts for multiple purchase orders and sales return orders in one time. The filter options like, item number, vendor name or delivery drop make it possible to create a worksheet with a subset of the items. This way the warehouse can focus on the products which are relevant for that moment.

RECEIPT WORKSHEET | WORK DATE: 2/13/2020

✓ SAVED

Batch Name
GENERAL

Manage
Open Matrix
Calculate plan...
Carry out plan
Actions
Navigate
Fewer options

	Document No.†	Vendor / Customer No.	Item No.	Description	Location Code	Matrix Quantity	Matrix Qty. to Receive	Matrix Outstanding Quantity	Auto Cancel Remai...	Expected Receipt Date
→	106159	100	10002	T-shirt multicoloured	MAIN	24	24	24		2/8/2018
	106162	123	10025	Skirt uni	EAST	196	196	196		8/15/2019
	106162	123	10023	Short uni	MAIN	32	32	32		6/15/2019
	106162	123	10025	Skirt uni	MAIN	140	140	140		8/15/2019
	106162	123	10025	Skirt uni	WEST	336	336	336		8/15/2019

After checking and confirming the received quantity the receipt worksheet can be posted and all the items are placed in stock.

### 13. K3|pebblestone Delivery Plan

The K3|pebblestone delivery plan enables you to handle deliveries for multiple sales orders in one time. When creating a delivery plan various filters can be set, which allows you to focus on a subset of the available deliveries.

DELIVERY WORKSHEET | WORK DATE: 9/10/2019 ✓ SAVED

Batch Name: DEFAULT

Manage Process Prepare Posting Actions Fewer options

DOCUMENT NO.	SELL-TO CUSTOMER NO.	SELL-TO CUSTOMER/VENDOR NAME	SHIP-TO CODE	ITEM NO.	DESCRIPTION	OUTSTANDL. QUANTITY	QTY. TO ALLOCATE	QTY. TO SHIP	DELIVERY DROP	SHIPMENT DATE	AUTO CANCEL REMAINDER	ORDER TYPE	SEASON CODE
101008	1000	Guildford Leather Wear		10001	T-shirt print	40	40	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101008	1000	Guildford Leather Wear		10221	Hoodie print	200	200	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101008	1000	Guildford Leather Wear		10059	Dress polo uni	44	18	26	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101009	1001	The Pop and Mom Shop		10001	T-shirt print	82	82	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101009	1001	The Pop and Mom Shop		10059	Dress polo uni	66	18	48	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101010	1008	Basin Corporate Wear		10001	T-shirt print	40	40	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101010	1008	Basin Corporate Wear		10221	Hoodie print	20	20	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101010	1008	Basin Corporate Wear		10059	Dress polo uni	34	22	12	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101011	1007	Britney's Fashion		10001	T-shirt print	50	50	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101011	1007	Britney's Fashion		10059	Dress polo uni	40	30	10	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101012	1005	Wilger Young Fashion		10001	T-shirt print	90	90	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101012	1005	Wilger Young Fashion		10221	Hoodie print	98	98	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101012	1005	Wilger Young Fashion		10059	Dress polo uni	66	54	12	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101013	1006	Melanie's Shoe Shop		10221	Hoodie print	129	129	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101013	1006	Melanie's Shoe Shop		10059	Dress polo uni	50	42	8	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101015	1008	Basin Corporate Wear		10002	T-shirt multicoloured	48	48	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101015	1008	Basin Corporate Wear		10010	Top uni	44	44	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101015	1008	Basin Corporate Wear		10222	Poloshirt longleeve striped	24	24	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101015	1008	Basin Corporate Wear		10216	Dress uni	22	22	0	1	12/15/2019	<input type="checkbox"/>	PRESALES	2020SS
101016	1017	Orangerie		10002	T-shirt multicoloured	12	12	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101016	1017	Orangerie		10010	Top uni	20	20	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS
101016	1017	Orangerie		10013	Top print	40	40	0	2	1/15/2020	<input type="checkbox"/>	PRESALES	2020SS

The delivery plan shows the summary of the outstanding items and the items which can be delivered. When happy with the results you push the button and all the inventory picks or sales shipments are printed.

When releasing a delivery worksheet, the credit limit and the balance check will be performed. When the planned shipment is failed the credit limit, or the balance check an approval is sent to the finance department and the status of the planned shipment becomes pending for approval. After the approval of the finance department the planned shipments can be send. The not approved shipments will stay in the delivery worksheet.

Are you interested in how this looks in K3|pebblestone? [Click here](#) and watch the demo video 'K3|pebblestone Delivery Plan'. Within 3 minutes we show how all sales orders are placed in the K3|pebblestone Delivery Plan and how delivery disicions can be made.



## 14. Demo videos available within K3|pebblestone

Demo videos are available within the solution. In the example down below for the presales plan an additional fact box with the relevant demo videos has been added. This way the demo videos are always available to watch when additional explanation is needed.

EDIT - PRESALES PLAN

Filters

Season Filter: 2020SS

Delivery Drop Filter: [icon]

Order Threshold Filter: [icon]

Item Phase Filter: [icon]

Item Filter: [icon]

Location Filter: [icon]

Type	Code	Description	Qty on Presales Order	Additional Qty to Purchase	Total Demand	Order Threshold	Threshold Coverage	Ignore Order Thres...	Item Phase Code	New Item Phase Code	New Item
Item	10001	T-shirt print	-	-	-	0%	0%		DELIVERY		
Color	BLACK	Black	-	-	-	0%	0%		DELIVERY		
Color	PINK	Pink	-	-	-	0%	0%		DELIVERY		
Color	ICE	Ice	-	-	-	0%	0%		DELIVERY		
Item	10002	T-shirt multicoloured	31	-	31	0%	0%		DIRECT SALES		
Color	BLACK	Black	31	-	31	0%	0%		DIRECT SALES		
Color	PINK	Pink	-	-	-	0%	0%		DIRECT SALES		
Item	10010	Top uni	-	-	-	0%	0%		PRESALES		
Color	BLACK	Black	-	-	-	0%	0%		PRESALES		
Color	PINK	Pink	-	-	-	0%	0%		PRESALES		
Item	10013	Top print	10	-	10	0%	0%		PRESALES		
Color	GREEN	Green	10	-	10	0%	0%		PRESALES		
Color	PINK	Pink	-	-	-	0%	0%		PRESALES		
Color	OFF-WHITE	Off-white	-	-	-	0%	0%		PRESALES		

Instruction Video's

GETTING STARTED

Presales Plan Overview

Cancel or Replace Items

Purchase Items

End of season cancellations

On the item card.

ITEM CARD | WORK DATE: 1/18/2018

10003 · T-shirt print

We have created a short video that explain's how-to create an item in k3|pebblestone. Start Video | Don't show this notification again.

Process Item History Actions Navigate Fewer options

Item

No.: 10003

Description: T-shirt print

Base Unit of Measure: PCS

Item Phase Code: DIRECT SALES

Season Code: 2019SS

Delivery Drop Code: 2

Item Category Code: SHIRTS

Collection Code: CASUAL

Brand Code: AWESOME

Gender Code: WOMEN

Theme Code: [icon]

Fit Code: [icon]

Size Range Code: XXS-SXL

2nd Size Range Code: [icon]

Color Group Code: [icon]

Available Colors: 4, click to change...

Composition Code: [icon]

Style No.: [icon]

Last Date Modified: 10/20/2019

By clicking on the videos, the videos can be watched within K3|pebblestone right away.

Dynamics 365 Business Central

K3|pebblestone

November 2019 Release | Presales Plan

K3|pebblestone Presales Plan

k3pebblestone

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