



**achieveone**  
SUPPLY CHAIN MANAGEMENT

**SAP® Certified**  
Integration with Applications on SAP HANA®







# Table of Contents

Achieve IT Solutions.....	3
Sales & Operations.....	4
Integrated Supply Chain.....	4
Item Management.....	5
Inventory Replenishment.....	5
Purchasing & Sourcing.....	6
Logistics.....	6
Warehouse Management System.....	7
Quality Control.....	7
Asset Management.....	8
Accounting & Finance.....	8
Analytics & Reporting.....	9
Mobile.....	9



## ACHIEVE IT SOLUTIONS

Founded in 1989, Achieve IT Solutions has 25+ years of experience developing, implementing and supporting ERP solutions for the Supply Chain Market. We have been an SAP Gold Partner since 2006, which means that we provide the highest level of engagement, commitment, and benefits available from an SAP Partner. The coveted SAP Gold Partner status is awarded only to select partners that have shown commitment to the highest levels of product knowledge through employee education, certifications, and consistently meeting and exceeding both sales and service quality levels.



## SAP

As the market leader in enterprise application software, SAP is at the center of today's business and technology revolution. Our innovations enable more than 291,000 customers worldwide to work together more efficiently and use business insight more effectively.

SAP helps organizations of all sizes and industries overcome the complexities that plague our businesses, our jobs, and our lives. With Run Simple as our operating principle, SAP's nearly 75,000 employees focus on a singular purpose that inspires us every day: To help the world run better and improve people's lives.



## SAP BUSINESS ONE

The SAP® Business One application offers an affordable way to manage your entire business – from sales and customer relationships to financials and operations. Designed specifically for small and midsize businesses, it helps you streamline processes, act on timely information, and drive profitable growth.

Because every business is different, SAP Business One is designed with flexibility in mind. Whether it's deployed in your office or in the cloud, you can access it from the road using our SAP Business One mobile app. And because SAP Business One runs on both the SAP HANA® and Microsoft SQL Server platforms, you can choose the one that's best for your business.



## ACHIEVE SUPPLY CHAIN MANAGEMENT

Achieve Supply Chain Management is a robust industry specific application for SAP Business One. Distributors, Import/Export and Manufacturers can all benefit by the hundreds of features in this end-to-end supply chain solution embedded within their SAP Business One software.

This SAP Certified Integration application provides a real-time and unified view into all aspects of your Supply Chain business.



**SAP® Certified**  
Integration with Applications on SAP HANA®





# Sales & Operations

## SALES & OPERATIONS

- ▶ Cross Sell
- ▶ Alternative Items
- ▶ Item Cross References
- ▶ Order-to-Cash
- ▶ Sales Analysis
- ▶ Document Delivery
- ▶ Direct Shipments
- ▶ CRM & Opportunities
- ▶ Blanket Orders
- ▶ Equipment Rental
- ▶ Returns & Credit Memos
- ▶ Deposits
- ▶ Credit Card Integration
- ▶ Foreign Currency
- ▶ Pick Pack Manager
- ▶ Activity Management
- ▶ Alerts & Approvals
- ▶ Sales & Operations KPI's & Dashboards

**Achieve OTC - Customer Inquiry**

Customer:

Document Date From:  To:

Salesperson: ALL Sales Employees

Warehouse: ALL

Find Document Number:

Doc#	Doc#	Sales Order #	Freight Ca...	Deliv...	Ret...	Event Pay...
1	318	C20000				UPS
2	325	C40000				UPS
3	317	C21000				FedEx
4	319	C30000				UPS
5	324	C50000				UPS
6	348	C50000				UPS
7	341	C40000				FedEx
8	342	C30000				UPS
9	343	C40000				Mot...
10	346	C30000				UPS
11	346	C40000				Mot...

---

**Cross Sell Item - Definition**

Base Item: D25500K

Base Item Name: 1-9/16" Rotary Hammer Kit - SDS Max

Cross Sell ID Description:

Marketing Program: Promo2015

Read Back Memo: Our customers that purchase the Dewalt D2550 will you need?  
We also provide heavy duty had soap for those products. Can I add the hand soap to your order?

Documents	Cross Sell Items
<input type="checkbox"/> Blanket Sales Agreements	# Cross Sell Item
<input checked="" type="checkbox"/> Sales Quotations	1 DW5470
<input checked="" type="checkbox"/> Sales Orders	2 3001
<input type="checkbox"/> Deliveries	3
<input type="checkbox"/> A/R Down Payment Invoices	

---

**Third Party Configuration**

Third Party:  ExWhse:

Third Party Name:  External V:

General | FTP Setup | OD

Warehouse Code:  Third Par:

Create Sales Order Ship To if needed:

Create Invoice from Delivery Import:

Use Sales Order Counter:

Close Sales Order after Delivery:

# Integrated Supply Chain

## INTEGRATED SUPPLY CHAIN

- ▶ 3PL Integration
- ▶ Ariba
- ▶ Embedded EDI
- ▶ eCommerce
- ▶ Factor Integrations
- ▶ Shipping Integration
  - ▶ ABF
  - ▶ DHL
  - ▶ Fedex
  - ▶ UPS
  - ▶ USPS
- ▶ Data Messenger
  - ▶ FTP
  - ▶ XML
  - ▶ ODBC
  - ▶ SQL



## ITEM MANAGEMENT

- ▶ Multiple Units of Measure
- ▶ Multiple Bins by Item
- ▶ Item Packaging & Master
- ▶ Stock & NonStock Items
- ▶ Rental Items
- ▶ Quality Control
- ▶ Barcode by Item UoM
- ▶ Serial & Batch Items
- ▶ Alternative Items
- ▶ Inventory Valuation by Item
- ▶ Item Costing / Pricing by
  - ▶ Customer/Vendor
  - ▶ Special Pricing
  - ▶ Volume Pricing
  - ▶ Tiered Price Levels
  - ▶ Dynamic Pricing
- ▶ Item Dimensions & Weight
- ▶ Item KPI's & Dashboards

## INVENTORY REPLENISHMENT

- ▶ MRP
- ▶ Movement Classes
- ▶ Seasonal Replenishment
- ▶ Min/Max & Order/Line Point
- ▶ Demand Forecasting
- ▶ Surplus & Slow Stock
- ▶ Item Ranking & Fill Rate
- ▶ Gordon Graham Replenish
- ▶ Effective Inventory Mgmt.
- ▶ Stock Reservations
- ▶ Branch Replenishment
- ▶ Stock & Non-Stock Items
- ▶ Item Replenishment Paths
  - ▶ Buy, Make, Transfer
- ▶ Inventory KPI's & Dashboards

**Achieve OTC - Item Inquiry**

Item:

Document Date From:  To:

Warehouse: ALL

Find Document Number:

Sales A/R      Purchasing A/P

Inventory Transfer Requests

	Document	Vendor	Vendor Name	Document Date	Due Date	Status
1	→ 1			03/02/2015	03/02/2015	Close
2	→ 2			03/10/2015	03/10/2015	Close
3	→ 3			03/13/2015	03/13/2015	Open
4	→ 4			03/13/2015	03/13/2015	Open
5	→ 5			03/13/2015	03/13/2015	Open
6	→ 6			03/13/2015	03/13/2015	Open
7	→ 7			03/13/2015	03/13/2015	Open
8	→ 8			03/16/2015	03/16/2015	Open
9	→ 9			03/16/2015	03/16/2015	Open
10	→ 10			03/18/2015	03/18/2015	Open

**Inventory Control Configuration**

Replenishment

Use Alternate Periods

Default Procurement Method: Buy

Set Qualified Usage to Actual

Number of Usage Periods (28=Needed, 999=Unlimited): 999

Date to Start Usage Tracking: 01/01/2015

Warehouse Transfers Usage: Do Not Track

Default Safety Allowance: 50.00

Default Order Quantity Method: Max

Default Restocking Method: Min

Over Minimum Percentage: 5.000

R Cost Dollars: 0.00

K Cost Percentage: 0.000

Number of Lead Times to Average: 0.000

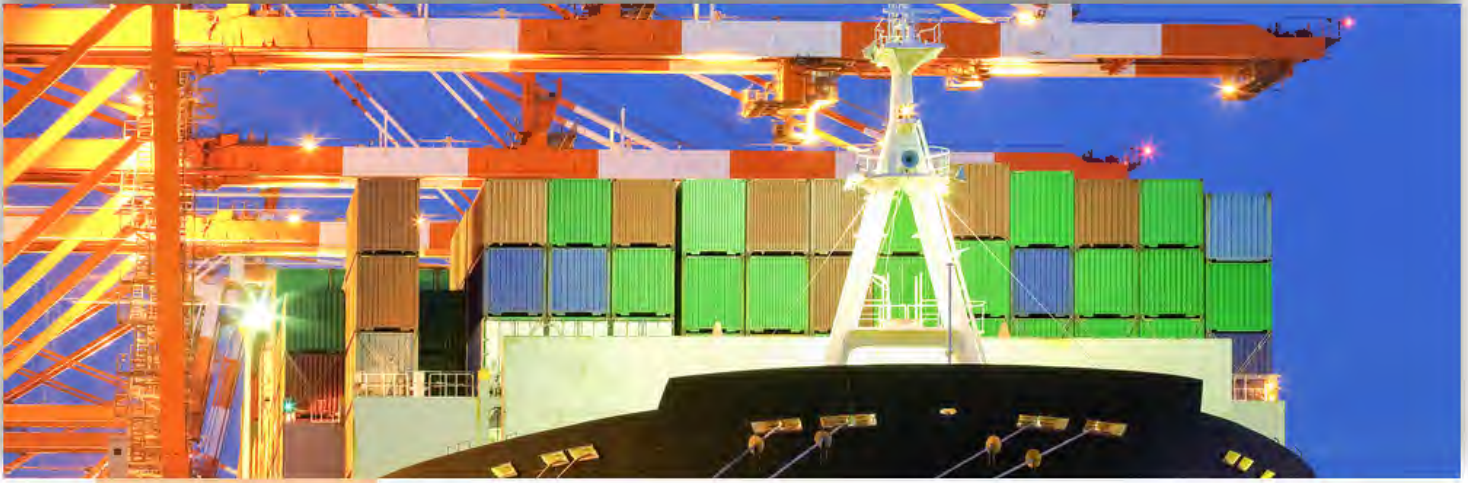
Review Cycle in Days: 0.000

**Inventory Management Process**

# Item Management

# Inventory Replenishment





# Purchasing & Sourcing

## PURCHASING & SOURCING

- ▶ Procure to Pay Tracking
- ▶ Supplier Relationship Management
- ▶ Vendor Ranking by Item
- ▶ Purchase Requisitions
- ▶ Foreign Currency
- ▶ Order Reservations
- ▶ Vendor Returns
- ▶ Purchasing Analysis
  - ▶ Vendor
  - ▶ Item
  - ▶ Manufacturer
- ▶ Special Pricing by Vendor
- ▶ Procurement by
  - ▶ Vendor
  - ▶ Warehouse Transfer
  - ▶ Production
- ▶ Lead Time Analysis
- ▶ Purchasing KPI's & Dashboards

# Logistics

## LOGISTICS

- ▶ Import Shipment Tracking
  - ▶ Multiple Vendors per Container
  - ▶ PO split on Multiple Containers
  - ▶ Estimated vs. Actual Shipping Dates
- ▶ Container Optimization
- ▶ 3PL Integration
- ▶ Freight Factoring & Landed Cost
- ▶ Outbound Shipments
- ▶ Scan Confirmations
- ▶ Pick/Pack/Delivery/Invoice

### Container Entry Processing

Shipment #

Broker ID

Pre-Billed

---

PO Items    Container Details    Projected Landed

Enter PO

#	PO No.	Res Inv	Vendor	Item No.
1	→ 412		→ V1010	→ CAR
2	→ 412		→ V1010	→ I00013
3	→ 412		→ V1010	→ LM4029PS

---

### Order Reservations

Item No.

Warehouse

Delivery Date From  To

Find Sales Doc No.

Sales Doc Type

---

### In Stock & Supply Documents

Type	Document	Vendor	Order Date	Row	Deliver D
1	IN	→ In Stock			
2	PO → 390	→ V60000	09/14/2012	1	10/14/201
3	PO → 406	→ V30000	10/16/2012	0	11/15/201
4	PO → 413	→ V20000	04/28/2015	0	04/28/201

---

### Shipping Request

Business Partner

Ship-To/ Blind

Shipping Spec

Warehouse

SO #

---

Contents    Logistics    Addresses    Packages

### Shipping Specification Information

Shipping Method

Freight Charge Type

Carrier

Service Level

Account #

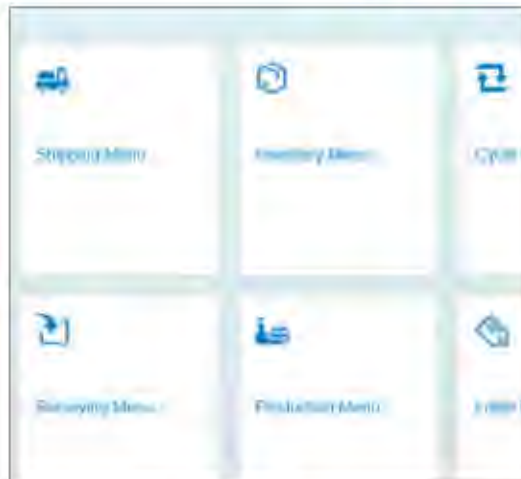
Bill Duty and Taxes





## WAREHOUSE MANAGEMENT

- ▶ Wireless Warehouse
  - ▶ Picking & Packing
  - ▶ Wave Picking
  - ▶ Shipment
  - ▶ Bin Management
  - ▶ Warehouse Transfers
  - ▶ Production Processing
  - ▶ PO Receiving
  - ▶ Containers
  - ▶ Cross Dock
  - ▶ License Plates
  - ▶ Cycle Counting
- ▶ Multiple Warehouses
- ▶ Multiple Zones/Bins
- ▶ Warehouse KPI's & Dashboards



### Inventory Management Process



### Pending Inspection

Double-click on row number for completed inspection de

#	Internal Key	Document No.	Document Type
1	436	460	GRPO
2	435	459	GRPO
3	438	464	GRPO
4	439	469	GRPO
5	447	485	GRPO
6	460	523	GRPO
7	464	530	GRPO
8	465	532	GRPO
9	46	71	Inventory Transf
10	54	80	Inventory Transf

# Warehouse Management

# Quality Control

## QUALITY CONTROL

- ▶ Quality Control Processing
  - ▶ Purchase Order Receipts
  - ▶ Production Transactions
  - ▶ Sales Returns
  - ▶ Inventory Transfers
- ▶ User Defined Parameters
- ▶ Parameter Stages by Item
- ▶ Testing Tools
- ▶ User Defined Rejected Reason Codes
- ▶ QC Alert Notifications & Approvals
- ▶ Quality Control KPI's & Dashboards





# Asset Management

## ASSET MANAGEMENT

- ▶ Fixed Assets
  - ▶ Extensive Depreciation Options
  - ▶ Resource Planning
- ▶ Service & Maintenance
- ▶ Advanced A/R Collections
- ▶ AR Factoring
- ▶ Cash Receipts Forecasting
- ▶ Credit Card Integration
- ▶ Resource Management
- ▶ Achieve Payroll & HR
- ▶ Quality Control
- ▶ Asset Management KPI's & Dashboards

### Asset Master Data

Item No.	Manual	CAR
Description		CAR
Foreign Name		
Item Type		Fixed Assets
Item Group		Items
UoM Group		Manual
Price List		Base Price

Gen... Purchasing D... Sales D... Invent

Tax Liab

### Total Assets

▲ 4.81 Ms

2015-06-01

▲ 10%

### Collection Tracking

Customer	→	C101
Name		John Deere
Contact	→	Anthony Smith
Phone		555-0126

Linked Documents Call Log Attac

#	Type	Doc Num	BP Code
6	A/R Invoices	354	C101
7	A/R Invoices	357	C101

# Accounting & Finance

## ACCOUNTING & FINANCE

- ▶ Accounts Receivable
- ▶ Accounts Payable
- ▶ Banking
- ▶ General Ledger
- ▶ 1099
- ▶ Budgeting
- ▶ Commissions
- ▶ Branch Accounting
- ▶ Inter-company Processing
- ▶ Foreign Currency Transactions
- ▶ Recurring Postings
- ▶ Budgets
- ▶ Cost Accounting
- ▶ Financial Reporting
- ▶ Accounting and Finance KPI's & Dashboards





## ANALYTICS & REPORTING

- ▶ Crystal Reports
- ▶ User Defined Queries
- ▶ Pervasive Analytics
- ▶ Interactive Analysis
- ▶ KPI's & Dashboards
- ▶ Workflow Management
- ▶ SAP Lumira
- ▶ Drag & Relate
- ▶ Excel Export
- ▶ Document Delivery

Revenue by Country and Sales Channel



### Total Equity

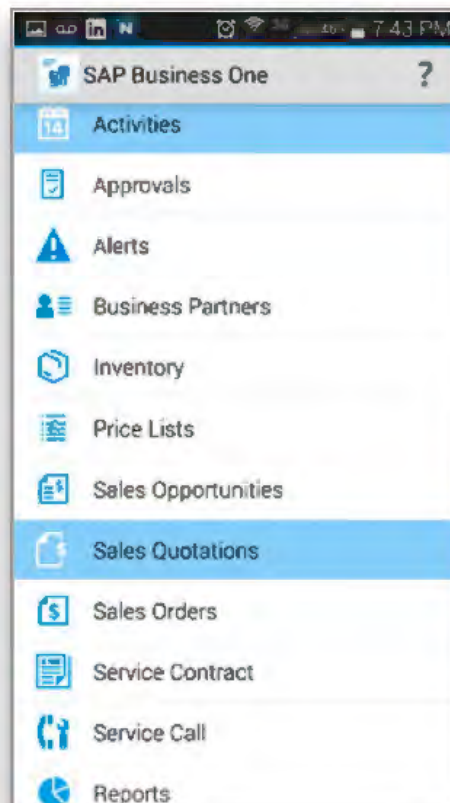
▲ 1.81 M\$

2015-06-02

▲ 33%

## MOBILE

- ▶ Quotes
- ▶ Sales Opportunities
- ▶ Orders
- ▶ Signature Capture
- ▶ Activities, Alerts & Approvals
- ▶ Lead, Customers & Vendor Update
- ▶ Inventory & Pricing
- ▶ Service Calls
- ▶ Reports
- ▶ Dashboards
- ▶ Apple or Android



# Analytics & Reporting

# Mobile





[www.achieveits.com](http://www.achieveits.com)