



Features

TRIMIT Fashion

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Introduction

This document provides an overview of the most important features available in TRIMIT Fashion, based on Microsoft Dynamics 365 Business Central.

The purpose of TRIMIT Fashion is to supply the Fashion Industry with a solution that covers the needs within the Fashion Industry. The method is to extend Microsoft Dynamics 365 Business Central with the Fashion needs.

Microsoft Dynamics 365 Business Central is an ERP system that covers the general needs of any company and is one of the most reliable ERP software products on the market. Microsoft has a long-term development strategy with Dynamics 365 Business Central that ensures a solution that will never get outdated. Using Microsoft Dynamics 365 Business Central as the foundation for TRIMIT Fashion ensures the platform and provides the basic functionality like General Ledger, Purchase, Sales, Inventory, Production, etc.

TRIMIT Fashion is a completely integrated solution to Microsoft Dynamics 365 Business Central. You will experience Microsoft Dynamics 365 Business Central with TRIMIT Fashion as one solution.

In this document, you will get an overview of the features that are most important for a Fashion Company. TRIMIT Fashion includes numerous features beyond the ones described here.

Product Data Management (PDM)

The Product Data Management (PDM) area is the key to creating new styles. It handles styles with unlimited number of variants, color, and size tables and even assortments. Below is an extract of the PDM features in TRIMIT Fashion.

PDM Role Center

The PDM Role Center is the starting page for the PDM and the Design Department. This is where you will get an overview of styles in progress and can go directly into the area of importance.

Variants

To each style, you can attach an unlimited number of variants (color, size, logo, etc.) defined by you. To each variant, you can attach an unlimited number of options (red, green, blue, etc.) defined by you. This makes it possible to build both simple styles with two variants (color/size) and more advanced styles with three, four or more variants.

Matrix

To ease the overview of available options, your variants can be displayed in a matrix. You will see the matrix across TRIMIT Fashion i.e., PDM, Sales, Inventory, Production and Purchase.

If you have more than two Variants, the last Variant (usually the size) will be shown in the columns of the matrix, and the others will be combined in the lines of the matrix.

Configurable

Besides the matrix styles, it is also possible to create styles that will be configured per sales line based on the customers' wishes. In the style you determine which choices the customer has, i.e., pockets yes/no or sleeve length.

Measurement Chart

In the measurement chart, you can define all the measurements for your new style. Per size, you can enter each measure. You can also use grading i.e., Enter the measurements for size medium and then just grade the larger and smaller sizes from medium. You can reuse the grading when you create new styles as copies. The measurement chart will give you full overview of all measures for all sizes within the style. You can save the complete set of measures in different versions, allowing you to compare and to have a final version for ordering. Furthermore, it enables you to keep track of the measurements of different samples.

Composition

In the composition, you can define the different types of materials and percentages used in your styles like 47% polyamide, 45% cotton and 8% elastane. It can even be created based on the composition of the materials in the bill of materials of the style.

Care Label

In the care label, you can define the different care labels for washing, drying, ironing, etc. The chosen values can even have a picture (symbol) attached.

Additional Info

In the additional info area, you can create information, like cuff type or collar type that you want to attach to the style. The information can even have a picture attached.

Calculation

The calculation feature allows you to calculate costs and sales prices for your new style and even on style/variant level. It works like excel allowing you to do simulations of different price/cost scenarios. The expected cost can include purchase cost, freight costs, customs costs, or other expenses tied to the style. You can calculate the retail sales price, markup for your vendors and your own revenue for the style.

Workflow

The workflow management enables you to keep track of all activities in the lifecycle of a style. With the workflow, you have a total overview of where you are in the design process. You can manage this critical path for the whole collection with different statuses for items. You are also able to create workflow templates from which the workflow can be created for a style, but also for sales-/purchase-/production orders you are able to create a specific workflow to keep track of all the activities related to your orders.

Bill of Materials

The bill of materials is where you go into details with how the style is created: what materials it consists of and which operations need to be executed, or which services need to be executed by external vendors. You can also use the bill of materials to instruct your vendor on how to produce the style for you, and you also use the bill of materials for the cost calculation.

Copy Style Wizard

With the copy style wizard, you can copy an existing style to create a completely new style in a few minutes. The wizard allows you to copy information from other styles. Using the copy function can reduce the creation of a new style to the selection of colors/sizes. This also ensures that you get all the correct general ledger and posting data created in the new style.

Create Style Wizard

With the create style wizard, you can create a completely new style in a few minutes. This wizard will only ask the most important information necessary to create a new style, after which you are able to change any information or add extra information to your new style.

Assortments

Assortments are packages of different variants of one style. You can define either unicolor/multi-size, multicolor/one size or multicolor/multi-size assortments on each style and use them in sales-/purchase-/production-/transfer orders.

Report Sets for Style Sheets

Based on all the information regarding the styles you can create one pdf-file with all the relevant information like the bill of materials, measurements, composition and care labels, additional info, and extra comments. This pdf-file can even be sent automatically to the e-mail address of your vendor or manufacturer by using a specific e-mail template. For these special individual reports, you can choose the fields of the style you want to be printed in the header of the reports.

Item and SKU Maintenance

Items can be created based on the style and their variants (style+color+size). SKUs (stockkeeping units) can be based on styles and location or even item and location. The Item and SKU maintenance functionality enables you to easily change data for all related items or SKUs.

Pictures

You can attach pictures on many levels in the style: per style, per color, per item, drawings for measurements, pictures/symbols for wash & care labels, pictures of trimmings and packing instructions, etc.

Sustainability

You can add all kinds of information to your style regarding sustainability, being i.e., the usage of water or electricity, or the emissions of CO₂, as well as the certificates you might have acquired for your products and therefore keeping track of the valid dates of your certificates. But you are also able to connect certificates to your vendors regarding fair trade, etc.

Collection Management

Collections

The functionality of collections enables customers to connect styles to a collection and/or delivery period. In sales-/purchase orders it is possible to select a collection, so only styles connected to that collection can be chosen on the lines. It is even possible to have sales prices related to a collection so that after-sales of a previous collection might be cheaper than pre-sales of the current collection. You can attach a workflow for the collection and a template workflow for the style of a collection. You can also enter the collection on the order type, so entering an order type also copies the collection to the order.

Private Label

A collection can be set up as a private label collection, this way the collection is only available on sales orders for the private label customers or countries.

You can even set up styles, as being private label for a customer or country, when doing this the styles are only available for the private label customers or countries and cannot be sold to others.

Matrix limitation

If styles have many colors/sizes, it can be very helpful to be able to filter on specific colors/sizes before entering quantities in a matrix for a sales/purchase order. Using the matrix limitation, you minimize the rows and columns in the matrix. It is also possible to predefine matrix limitations that you can use as a filter in an order type.

Group Master

Several styles may make use of the same raw material. You can relate the color options for the style to the color options for the raw material. If you take out or add a color on the raw material, it means all the styles using this raw material must get their color options adjusted. The group master handles these adjustments of the styles in quite an easy and simple way.

Sales

The sales area is where you enter orders and need all the features that go with order entry like, customers, pricing, discounts, matrix, etc. The sales area is part of Microsoft Dynamics 365 Business Central. TRIMIT Fashion extends the sales area to handle the features for Fashion. Below is an extract of the sales features in TRIMIT Fashion.

Matrix

For styles with variants like colors and sizes or more, it gives a good overview, to do the ordering of the style in a matrix window. The matrix window even provides pricing and inventory information.

Configuration

You are even able to configure the whole garment on the fly in a sales line, so it will be exactly based on the customers' wishes; especially when talking about private label.

Order Type

You may have order entries from the pre-sales of a new collection and at the same time after-sales for previous collections. The order type is a way to help you define the order settings.

I.e., you can set shipment dates and choose if it is a sample order, activate the availability check and many other parameters.

Status Code

With the status code, you can select the styles that are available for purchase and sales. It can even be set for a specific period, but also for specific colors and/or sizes of a style.

Collection Management

As described in PDM section, the collection management feature gives you the ability to manage what styles are available for which customers at what time and which variant options.

Private Label

Within the sales lines, you can configure the items that the customer requires based on their specifications. This means that you can configure the special logos, embroideries, shapes, materials a customer would like to buy within the sales order itself. Especially for this type of styles – which are bought or produced per order – you can create automatically the related (purchase or production) order for a sales line, making it easier to track.

Pre-Sales Period

During the pre-sales period, speed in the order entry is very important. The sales order feature handles both selling per item number or in a matrix window of colors and sizes. In the same matrix window, you can also see information like available quantities, first available date, and prices. You can even create orders where you sell assortments of the same style. These features enable you to create orders, fast and simple – even when you are at a fashion fair.

Item Replacement

During the pre-sales period, you may choose to take styles, colors, and/or sizes out of the collection; simply because there is not enough sold to buy or produce them. The item replacement feature

enables you to exchange one style with another style, exchange a color with another color, or even simply delete items on the lines of a selected number of sales orders.

The same functionality can also be used to update the prices, discounts, location, and shipment dates on existing sales lines, but also to delete the leftovers in the sales lines at the end of the collection.

Available Quantity

When creating sales orders for styles on stock, the sales order feature supplies you with vital information like 'available quantity', which ensures that you give your customer true information of what he can get. The system calculates the available quantity from inventory, sales orders, purchase orders, and production orders, taking into consideration all possible transactions (so even quotes or blanket orders) for the specific item or components. If there are not enough available items in current stock, the system informs the user of the next availability, (for instance goods coming in from a purchase order next week). The availability can be viewed via all document lines or matrices, but there are also several reports that can show you availability per week or per document type (sales, purchase, production).

Blanket Orders

The blanket order feature enables you to manage framework agreements with your customers. You simply create the framework agreement as a blanket order. Sales orders within the framework will then deduct from the blanket order giving you an overview of the framework agreement status.

Prices and Discounts

The pricing feature allows you to create anything from overall pricing to customer specific pricing per color/size or even collection, from general price to price in a period or campaign. Prices can even be given to customers within the same chain or company group. You can copy one pricelist to another or set a pricelist depending on a base pricelist. You can handle discounts in similar ways and can even combine discounts. In addition, you are also able to add specific adjustments to the basic sales price based on Private Label additions like logos or embroidery.

Campaign Prices

You can specify special prices for a campaign. There are four types of campaign prices that can be setup in the system: sales prices specifically for a campaign, campaign price calculated as a percentage of a regular price, mix & match where the minimum quantity for a sales price can be related to the total quantity of several different items, get 1 for free (buying 3 pieces, but only have to pay the amount of 2).

Consignments

With an initial push, you can transfer items for sale to customer shops. Based on customers' sales information you can invoice the sold items. Another feature called 'SKU management' supports the consignment functionality for setting up parameters for automatic replenishment of the items. You can use this feature for maintaining all item attributes on location (customer's shop) level.

Commission

The commission feature in TRIMIT Fashion enables you to setup provisions for the salesperson's commissions, where every salesperson can get different percentages per customer (group) and/or item (group). You are even able to setup commissions for up to three different salespersons per customer. Based on invoices or invoices paid, you can calculate the entitled commission per month, so you can take this into the salary or even create purchase invoices for the payments of the commission.

Bonus

The bonus feature in TRIMIT Fashion enables you to setup bonuses for the customers based on minimum quantities or amounts that a customer buys per order, season, collection, etc. This bonus can determine special discounts for future orders.

Default Reports

For the external reports (sales confirmation, shipment, invoice, credit memo) we included much flexibility in how the layout should look like; do you want a matrix or item lines, do you want a style picture or color related pictures, etc.). You can determine this yourself via a specific setup without any interference of a developer.

Sending Documents via E-Mail

Documents like the order confirmation, shipment, invoice, credit memo, reminder, finance charge memo, customer statement, and sales statistics can be printed and sent to the customer. In addition, it is also possible to create e-mail templates, so when printing the document an e-mail will be sent to the recipients of the customer with a pre-defined content of the text in which you can use variables based on the information of the customer or sales order.

Sales Statistics

You can create sales statistics based on orders and/or invoices in many ways. For the frequently used statistics, you can create predefined setups, so it can be used more frequently with the same setups. These sales statistics setups can also be used to publish sales information on the different e-commerce sites. It is also possible to view your sales statistics at any level, based on fields on the customer or on the items, and go many levels deep as well (i.e., per country, per salesperson, per customer, per style, per color, etc.)

E-Commerce

The features described in the above section "sales" are all about what you can do, when you enter an order directly in Microsoft Dynamics 365 Business Central with TRIMIT Fashion. However, you can also get orders over the internet and by external people. Below is a short description of the e-commerce solutions that you can get with TRIMIT Fashion.

Sales Agent Portal

The Sales Agent Portal is for direct sales team and agents. It enables you to select your own customers / shops and place the order for that customer through a quite simple and intuitive user interface. Your sales force gets access to the latest items, customer information, orders, sales history, availability, etc. The salesperson in the Sales Agent Portal is also able to register a return of items for one of its customers and communicate to your company regarding these returns.

B2B Webshop

The Business-to-Business Webshop (B2B) Webshop makes it possible to expand the sales network directly to your customers or even to your own shops. The customers and shops can retrieve relevant information (concerning availability, time of delivery etc.) to themselves or the customer instantly. The B2B Webshop also makes it possible for the customers to retrieve or enter data outside opening hours. Your customers and your own shops can order directly through the system, whenever they want without calling or e-mailing.

The customer in the B2B Webshop is also able to register a return of items and communicate to your company regarding these returns.

The customer is also able to subscribe for a "back in stock" message if certain unavailable items might come available later.

InSite

The TRIMIT InSite Portal can provide you with information regarding goods sold and goods to be delivered based on the open and/or posted sales orders. It can run in an infinite number of ways and is an alternative to the TRIMIT Sales Statistics. Setting up the different docks for TRIMIT e-commerce that need to be shown is quite easy and takes place in TRIMIT Fashion itself.

Product Information Management (PIR)

For the users that also use the e-commerce of TRIMIT, you can see and change in an easy way the pictures and descriptions of your styles that will be shown on the e-commerce pages.

In addition, you can add docks with statistical information to your B2B Webshop, Sales Agent Portal, and InSite Portal by using the sales statistics setups.

Logistics

Picking and shipping is part of the warehouse features in Microsoft Dynamics 365 Business Central. TRIMIT Fashion extends these features to the needs of Fashion Companies. Below is an extract of the picking and shipping features in TRIMIT Fashion.

Allocation

Before the picking takes place, you must allocate the available stock to the sales orders, and you might need to divide shortages over the customers. TRIMIT has a very flexible way of setting up the allocation procedure. Furthermore, the results of this allocation proposal can be manually overruled.

Picking Document

You can create the picking document from the allocation list, and the warehouse can start its activities. The picking document will only include goods that are in stock and not yet shipped.

You can select the order in which the available stock should be assigned to the sales orders that need to be delivered: based on order date or based on a specific delivery priority.

Container Management

For managing external logistics, TRIMIT Fashion has a feature called 'Container Management'. With container management you can follow shiploads whether they are inbound (from supplier), outbound (to customer) or internal (transfer between own warehouses). With container management, you can manage deadlines, shipping & receiving dates, and quantities. The user can keep track of the container's whereabouts and content. The container management feature in TRIMIT Fashion enables you to track containers by connecting sales lines, purchase lines, transfer lines or pick documents to it. By changing the receipt-/shipment date of the container, also the dates of the connected lines are changeable automatically. Posting the container can have the same effect as posting the shipment/receipt of an order. In a wider perspective, it can manage boxes packed for shipments as well.

Purchase

The purchase area is where you can purchase anything to stock, finished styles, fabrics, trimmings, or other items, so you need a purchase order and features like suppliers, pricing deliveries etc. The purchase area is part of Microsoft Dynamics 365 Business Central. TRIMIT Fashion, extends the purchase area to handle the needs of Fashion Companies. Below is an extract of the purchase features you get with TRIMIT Fashion.

Matrix

For styles with variants like colors and sizes or more, it gives a good overview, to do the ordering of the style in a matrix window.

Sending Orders via E-Mail

The purchase order can be printed and sent to the vendor, but it is also possible to create e-mail templates, so when printing the document an e-mail will be sent to the recipients of the vendor.

Purchase directly from a Sales Order

With TRIMIT Fashion, you can create a purchase order directly from a sales order. The system creates a link between the purchase- and the sales order to give you the full identity of where it comes from. This feature comes in handy when you get special orders that you need to follow closely, or when you need to purchase outside the regular season or never-out-of-stock. These orders will not interfere with the demand planning.

Purchase created by Demand Planning

When using TRIMIT demand planning, the result is several purchases- or production orders. Parameters on each style control the selection of supplier or if you produce the style yourself.

Receiving directly in Purchase Orders

You can assign received items directly to the purchase order. This will speed up the process of getting the goods in stock in the system and check that the supplier has delivered as ordered. Differences between the quantities in a purchase order and actual received quantities can be handled (shortages and surpluses).

Purchase via Web

Web Supplier

The TRIMIT Web Supplier handles the communication regarding purchase orders and purchase quotes between a company and its supplier of finished products or materials in the product life cycle phases of pre-sales, sales, delivery, and re-order. The Web Supplier gives your suppliers on-line access to the styles they must produce for you, and online means that they have access to the latest specification changes (the PDM information) of the styles immediately after you enter them.

Production

The production area is where you handle the general demand planning and possibly your own or outsourced production of styles. The production area is part of Microsoft Dynamics 365 Business

Central. TRIMIT Fashion, extends the production area to handle the needs of Fashion Companies. We also created a special Production Role Center, so you can access the programs regarding the production process daily with only one click.
Below is an extract of the production features you get with TRIMIT Fashion.

Demand Planning

The demand planning feature in TRIMIT Fashion gives you a flexible way of calculating the need for purchase or production. The demand planning will calculate the requirements from a selected range of sales orders or items. The demand planning will calculate both finished goods and look at bill of materials structures to calculate the need of materials at all bill of materials levels.

Creates Purchase, Production, and Transfer Orders

The demand planning feature in TRIMIT Fashion will create the purchase-, production and transfer orders for you directly. It will handle both net and gross, and select the right vendor. This means that you no longer must look at a requirement list and manually create the orders. The result of the demand planning is simply all the necessary purchase- and production orders.

Demand Actions

The demand actions improve the visibility of the result of the TRIMIT demand planning calculations. Demand actions is a tool from where you can run the different TRIMIT demand planning calculations methods. The created suggestions, quotes or orders either are presented in action lines that can be auto executed in connection with the demand planning calculation or can be manually executed after revision. Demand actions furthermore give you the option to recalculate already existing production-, purchase- or transfer orders.

Flexible Setup

Demand planning has a set of setup parameters that makes it very flexible and easy adaptable to your needs. The user can for instance determine the planning horizon or determine whether to include blanket orders or not.

Season and Never-Out-Of-Stock (NOOS) Styles

The demand planning feature separates calculations for seasonal styles and for the NOOS styles. You can calculate a season demand planning when the pre-sales period is over, and you can calculate a NOOS demand planning every week if necessary. The calculations of the NOOS styles combine both sales and minimum stock levels.

Transfers of Materials and Styles

Based on a production order it is possible to create transfer orders for the raw materials you want to send to an outsourced manufacturer and to create transfer orders for the finished styles coming back from your outsourced manufacturer.

Item Tracking

Every produced item can get its own unique serial number, or you can create several lot numbers based on a predefined quantity per lot automatically when finishing a production order. If a production order is a related order for a sales line, these item tracking codes (serial numbers or lot numbers) will also already be attached to the sales line automatically; therefore, when picking the finished quantities for shipping to the customer, the warehouse employee already knows which serial numbers or lot numbers to take.

Claims

The claims area is where you handle a problem that a customer discovers with their purchase and wants to file a complaint to get money back, a replacement, a discount, or other solutions. Claims management keeps track of claims and product quality. Being a fully integrated part of TRIMIT Fashion, there is access to all information about the style, sales orders, purchase orders, and production orders. That gives the claims management an important role in your quality assurance. The claims management has an appearance like the sales- and purchase order.

The claims can also be entered into the B2B Webshop or Sales Agent Portal based on the items the customer wants to return.

Register the Claim by First Contact

When a customer files a claim, you can register it in claims management. This will enable you to look for the invoiced styles, quantities and prices and take those lines into the claim. In the claim, it is possible to register reason, which can already determine the actions to follow-up.

Finds correct Price and Discount

The claim will automatically find the correct price and discount for the style based on the original sales invoice.

Types of Claims

Claims management handles refunds (credit memo), refunds on return (return orders), replacements (sales order), and repairs. Depending on the claim type, claims management will create the necessary documents.

Communication

Based on a claim, you are also able to communicate with your customer via the B2B Webshop or Sales Agent Portal about your decisions regarding the claim or answer questions or comment on the remarks from the customer that might have been entered into the B2B Webshop or the Sales Agent Portal.

Claim Financial Handling

If the claim results in a refund or a discount, the system will automatically create a credit memo or return order, so that the financial department can take appropriate actions.

Statistics

As a part of claims management, it is possible to pull statistics of the occurrence of the different claims types.

Financial

The financial area is where you have the general ledger and handle all the economic issues about running your company. The financial area is part of Microsoft Dynamics 365 Business Central. TRIMIT Fashion extends the financial area to handle the needs of Fashion Companies. Below is an extract of the financial features you get with TRIMIT Fashion.

Invoicing on Truck Loading

It is possible to invoice the sales order as the truck is loaded. This feature makes it possible to create the invoice documents and attach them to the shipment on the truck.

Consolidated Invoicing

When a customer has multiple sales orders on the same shipment, it is possible to create consolidated invoices. The consolidated invoice will consolidate the shipped goods from all sales orders to the customer and create just one invoice.

Intercompany

In case you have a main company for purchasing and production and other companies for selling – in other countries – the TRIMIT Intercompany provides you a tool to be able to see the availability over all the companies making it easy to determine what to buy/produce for all the companies. For this functionality, also a special replication tool has been created to easily copy style information between companies.

Unit Cost Calculation

The unit cost of a style can be determined in several ways. Based on the last direct cost (based on purchase price or based on a calculation of your bill of materials) including indirect costs. These indirect costs can be divided into several item charges like transport costs, duty, handling costs, etc. for which you are also able to post a provision of expected costs. It is also possible to calculate the unit cost based on a complete calculation that you can setup like an excel-sheet.

Upgrades and Tailoring

Microsoft Dynamics 365 Business Central will have a new major release every half year and monthly minor releases. TRIMIT Fashion will follow the releases from Microsoft with new major releases of TRIMIT but will also come with weekly minor releases which can include solved issues, but also new functionality. Therefore, you will experience several possible upgrades.

Tailoring

Once you start using Microsoft Dynamics 365 Business Central, you may have a special need that is not included in the solution. This is where system tailoring comes in. Microsoft Dynamics 365 Business Central has tools for easy tailoring so you can have it your way. However – tailoring comes with extra costs but not for every upgrade.

Other Feature Documents

Other feature documents for TRIMIT functionality are also available:

- ➔ [TRIMIT Furniture](#)
- ➔ [TRIMIT Configuration](#)
- ➔ [TRIMIT e-commerce](#)