

Microsoft ERP for Furniture Companies: TRIMIT Furniture

“It is obvious that TRIMIT Furniture is built on know-how from the furniture industry, and that it has been developed on the basis of several years of knowledge from other furniture companies.

- Fredericia



Certified for Microsoft Dynamics (CfMD) is the highest level of accreditation for partner solutions at Microsoft, identifying proven, tested packaged applications. Only partners who both build and own a solution have the opportunity to earn the Certified for Microsoft Dynamics status.

- HAS YOUR IT SYSTEM REACHED ITS LIMITS?
- TOO MANY SYSTEMS?
- TOO LITTLE SYNERGY?
- NEED AN ERP SOLUTION THAT WILL SUPPORT YOUR GROWTH?

“Without TRIMIT Furniture's clever system we would never have been able to manage the explosive growth in variant possibilities”

Kvik

“We got a much better flow in the entire process from orders through production and logistics to the actual final delivery”

Andersen Furniture

TRIMIT FURNITURE

Software solution for Furniture powered by Microsoft Dynamics NAV



On-premises



Any device



In the cloud

BENEFITS

- ✓ **Optimizes and automates** your manual processes.
- ✓ **Controls an unlimited number of variants** of sorts and sizes.
- ✓ Gives you **a great overview** of every process from design and production to final delivery.
- ✓ **Minimizes waste and maximizes your profit** by streamlining the creation and management of the bill of material (BOM).
- ✓ **Ensures accuracy of detail** and therefore prevents production errors and waste.
- ✓ **Minimizes delivery time.**
- ✓ Correlates your data, key figures and makes it **easy to follow up on customers and different brands.**
- ✓ **Integrates seamlessly with MS Office** and provides a familiar looking interface for every level of user.
- ✓ Provides an **up-to-date inventory status.**
- ✓ Enables you to **collect key figures** and data to support the company's growth.
- ✓ **Grows with your company.**
- ✓ Is **upgradable and easy to adapt.**



TRIMIT COMPONENTS

01 

Microsoft Dynamics NAV as platform for TRIMIT

02 

Phone, tablet, web and Windows clients

03 

Management of complex item configuration

04 

Handling of unlimited variants like sorts/sizes

05 

Pre- and post calculations

06 

Portals (Sales Agent, Supplier)

07 

Webshops (B2C, B2B)

08 

Customer Relationship Management (CRM)

09 

Production Management

10 

Logistics control

11 

Financial management

12 

Analytics and Reporting

13 

Proven upgrade methodology

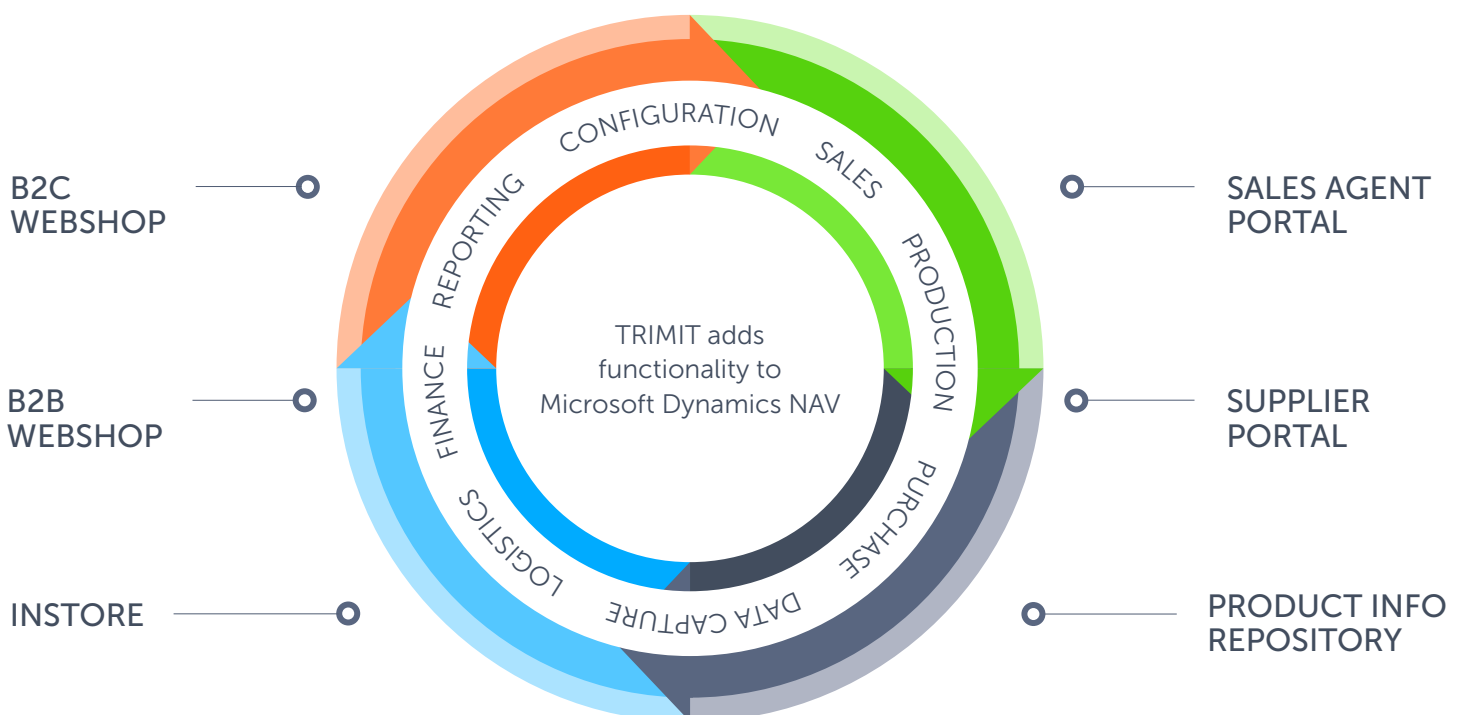
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Integration to Microsoft Office and Office 365

15 

Integration to Retail, POS, BI and others

COVERS YOUR ENTIRE SUPPLY CHAIN



- **RETAIL PARTNERS CAN'T ACCESS YOUR DATA UPDATES?**
- **TOO MUCH EFFORT SPENT COORDINATING?**
- **CUSTOMER SERVICE AND SALES SUFFERING DUE TO LACK OF INFORMATION?**
- **DESPERATELY NEED A SYSTEM THAT MAKES RUNNING YOUR RETAIL OPERATIONS EASIER?**

"B2B Webshop has given us some clear improvements in our sales workflows. Our sales department has become more proactive."

Mos Mosh

"By logging in, dealers can also access all the information that is relevant to them. And it is a kind of win-win situation, because it saves time both for them and for us."

Cane-line

B2B WEBSHOP

Equip Retail Partners with 24/7, On the Fly Information for Growth and Profits

Picture this! Your dealers have to turn away a long line of eager customers because they don't know when they can promise new stock.

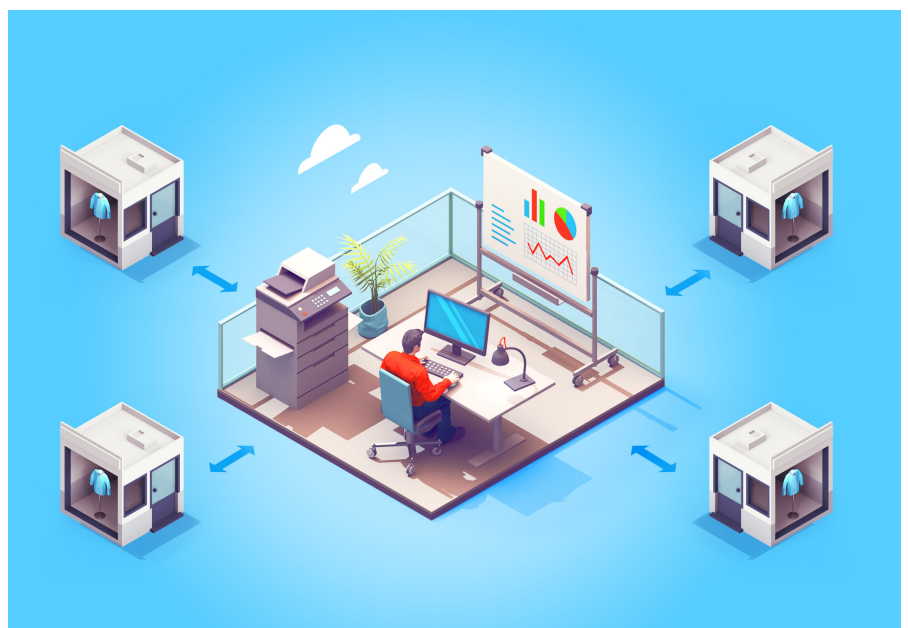
Such losses are common today and costly too!

With TRIMIT's integrated B2B Webshop, your partners can access product and inventory information, see account statements and place orders – 24/7 – directly from their store or mobile devices.

Just deploy TRIMIT to instantly improve your bottom line and the efficiency of your retail operations.

BENEFITS

- ✓ **Maximize Revenue.** By helping dealers offer excellent customer service with timely knowledge of inventory and new products.
- ✓ **Simplify Processes.** Allow order placement, order tracking and accounting from store or mobile.
- ✓ **Eliminate the Slog.** Build a profitable retail chain with half the back-end work.
- ✓ **Eliminate Data Gap.** Update information in your system and automatically push it out to retail partners.
- ✓ **Immediate Returns.** Implement TRIMIT and start using the webshop right away.



- STRUGGLING TO SERVE CUSTOMERS ACROSS DIFFERENT CHANNELS?
- WISH TO MAINTAIN A WEBSHOP, SOCIAL PRESENCE AND OFFLINE STORES WITHOUT THE EXTRA WORK?
- TIRED OF UPDATING PRODUCT INFORMATION AND AVAILABILITY TO MULTIPLE PLATFORMS?
- WANT TO UTILIZE YOUR COMPANY'S BIG DATA TO TAKE BETTER DECISIONS?

"We're working to make the shopping experience more attractive, and the B2C webshop comes well prepared to do that."
[Myrine](#)

"Our salespeople have gotten the opportunity to do what they're best at – selling!"
[Småfolk](#)

B2C WEBSHOP

Easily Serve Global Customers - 24/7 - Across All Channels for Greater Profits

Being omni-channel retains 89% of customers. But there's a catch - You have to monitor several touch points, export copious data and update it frequently.

TRIMIT B2C Webshop is an integrated solution that works with Microsoft Dynamics NAV to eliminate these hassles.

Consolidate and leverage user data to take informed decisions, maintain a web store and reflect information changes in real time – all with pre-built functionalities.

Global presence just got easier.

BENEFITS

- ✓ **Omni-Channel Ease.** Helps you be where your customers are to improve responsiveness and revenue.
- ✓ **Rich Features.** Gives you much more than a simple web page. Enjoy standard checkout, wish lists, payment processing and customer loyalty programs.
- ✓ **Seamless ERP Integration.** No bugs or complications. Export product and line information to all customer facing channels from the same dashboard.
- ✓ **Brand Alignment.** Fully customizable web store and social presence for a robust omni-channel strategy.



- WANT YOUR SALES AGENTS TO OUTPERFORM THEIR QUOTA?
- WANT AGENTS TO BE A RELIABLE POINT OF UP TO DATE INFORMATION FOR CLIENTS?
- WISH TO REDUCE THE BACK AND FORTH INVOLVED IN PLACING ORDERS?
- WANT TO BE MORE PROFITABLE AND COME ACROSS AS A PROFESSIONAL BRAND?

"We really like our Agent Portal: It's the only way our company can process as many orders as we do."
[Mos Mosh](#)

"All it takes is one data entry, and then everything is shown as live/real-time data in the entire system, which saves us a lot of time."
[Dixie](#)

SALES AGENT PORTAL

Empower Sales Agents with Tools to Win More Orders and Deliver a Better Experience

Your sales agents try their best!

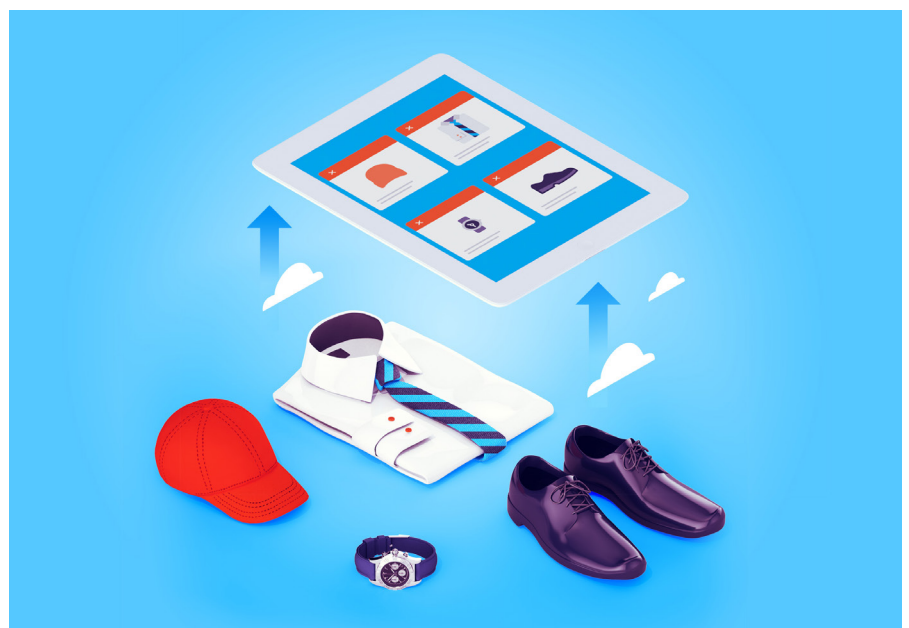
But that is not always enough. Most industries still struggle with an obsolete order securing process.

Agents do not have access to up-to-date product information. They have to rely on the back office to confirm orders and they can be unfamiliar with client preferences.

Change this with TRIMIT Sales Agent Portal that allows your agents to access real-time data, peruse client purchase history and place orders directly from all their devices.

BENEFITS

- ✓ **Reliable and Out of the Box.** TRIMIT works with Microsoft Dynamics and the Sales Agent Portal can be used right away.
- ✓ **Improved Close Rates.** Sales agents leverage client order history and preferences to persuade them more convincingly.
- ✓ **Better Customer Experience.** Reps can answer client questions around product availability and delivery without back-office involvement.
- ✓ **Easy Order Placement.** Sales agents directly feed orders into the system from their mobile device screens or with a barcode scanner.



- NEED TO REDUCE TIME TO MARKET AND COST OF PRODUCTS?
- WANT TO IMPROVE YOUR RELATIONSHIP WITH SUPPLIERS AND MAINTAIN DATA TRANSPARENCY?
- WANT YOUR SUPPLIERS TO BE IMMEDIATELY UPDATED OF ORDER CHANGES?
- WANT TO ENSURE RAW MATERIAL AVAILABILITY FOR OUTSOURCED PRODUCTION?

SUPPLIER PORTAL

Improve Supplier Communication and Reduce Time to Market with Unified Data Access

Imagine how profitably you could function if there was no miscommunication between you and your suppliers!

But this is rarely true.

With outsourced production, ensuring availability of the right quantity and kind of material from multiple suppliers can be a nightmare.

Enter TRIMIT Supplier Portal! This out of box solution allows providers access to all production specs, intimation of order value changes and a clear overview of the product life cycle – from their mobile devices.

BENEFITS

- ✓ **Improved Communication.** Suppliers independently access the portal and avail of data they need without your assistance.
- ✓ **Reduced Errors.** Order spec updates and changes are immediately reflected on the portal. The scope of errors reduces significantly when everybody's on the same page.
- ✓ **Reduced Time to Market.** Suppliers know the interdependencies and due dates. They provide the required material right on time!
- ✓ **Supported Outsourcing.** With lucid supplier communication, outsourcing is a breeze.



- WANT BUYERS TO LEAVE THE STORE WITH A SMILE?
- NEED PHYSICAL AND DIGITAL STORE INVENTORIES IN ONE CENTRAL LOCATION?
- HOW CAN YOU SELL MORE WITH PERSONALIZED SHOPPING ASSISTANCE FOR BUYERS?
- REPS STRUGGLING TO ANSWER CUSTOMER QUERIES WITH UP-TO-DATE INFORMATION?

TRIMIT INSTORE

Boost Profits with Personalized Product Choices & Improved Order Fulfilment

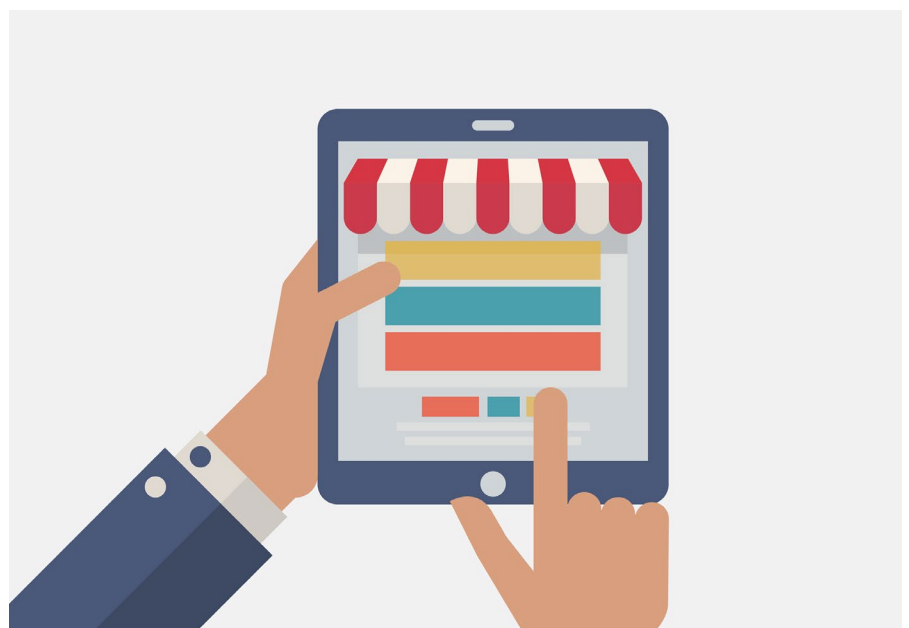
55% of buyers are willing to pay more for better customer experience.
75% of purchasers seek personalized offers.

TRIMIT InStore capitalizes on both advantages.

Centralize and synch your data in real time, make it available to reps on a tablet, allow them to leverage past transaction details to offer personalized shopping assistance and delight buyers by helping them order items from the digital repository, even if the products aren't present in the store.

BENEFITS

- ✓ **Omni-Channel Experience.** InStore unifies physical and digital shop inventories. Customers can order an item from the digital repository if the physical store doesn't have the product.
- ✓ **Improved Rep Awareness.** InStore centralizes data streams and synchs updates letting reps accurately satisfy buyer queries about availability, color or size.
- ✓ **True Personalization.** InStore suggests personalized alternatives, up-sells and cross-sells to buyers leveraging data and transaction histories.



- IS YOUR DATA SITTING IDLE IN ISOLATED SILOS?
- GRAPPLING WITH TOO MANY SYSTEMS AND TOO LITTLE CLARITY?
- DOUBLE ENTRIES WASTING TIME AND EFFORT?
- NEED SOMETHING SIMPLE TO INCREASE DATA ACCESSIBILITY IN YOUR BUSINESS?

TRIMIT PIR

Improve Availability & Integrity of Product Information across the Enterprise

A 10% increase in data accessibility can help a Fortune 1000 company generate up to \$65 million in additional income.

What new milestones can you achieve with an overview of all your product information in one place, seamless synching of this data with your myriad systems and effortless management without double entries?

TRIMIT PIR (Product Information Repository) is a web based solution that helps various channels utilize data to serve buyers better.

BENEFITS

- ✓ **Mature Data Utilization.** If updates stay locked in a system other channels can't leverage them to answer customer queries and drive more purchases. PIR enables enterprise wide data utilization from one platform.
- ✓ **Effortless Management & Sharing.** Content added to the PIR is automatically synched with all systems reflecting changes without double entries.
- ✓ **Overview of Multi-Format Content.** Users can create, synchronize and track product specs, marketing data, media files and look books.



BENEFITS OF THE CONCEPT

01 

Shared ideas and knowledge

02 

Faster implementation

03 

Better control of IT costs

04 

Continuity in data and user skills

05 

Shared investment in development

06 

Individual setup via parameters

07 

Individual adoption of functionality without the use of programmers

TRIMIT CONCEPT

Minimize the Need for Customization

Microsoft Dynamics NAV and the TRIMIT Solution cover most requirements of a company thereby minimizing the need for customization. Each company adapts the system by adjusting parameters - not by programming customizations.

Developed From Industry Knowledge

TRIMIT functionality is developed in close dialogue with our partners and customers; we take advantage of their knowledge and experience to continuously advance TRIMIT functionality.

Zero-Cost Upgrade

With every release, the solution is made available to all customers, and in this way, TRIMIT always matches the market demands and ensures that your company is up-to-date.

How the Concept Works

With TRIMIT, several companies lift the solution.

