

# Retailer and Mass Merchant Management

The Apprise® Retailer and Mass Merchant Management tools are designed to help you capitalise on mass merchant relationships by seamlessly meeting current and emerging compliance requirements, so you can satisfy even your most demanding customers.

## Enhanced customer flexibility

Leverage expert tools to provide you with the capabilities you need to establish or optimise retailer and mass merchant relationships. Flexible, rule-based environment enables you to meet the unique needs of each customer while maximising your return from each relationship. Set customer specific pricing, discounting, credit, collection and invoice deduction items. Prioritise and allocate inventory on a customer level basis. Create unique shipping and retail labels. Seamlessly link customer orders and internal product information with flexible cross-reference tables. Offer a wide array of products with flexible shipping and payment options.

## Ability to meet changing market needs

Ongoing innovation and leading-edge technology ensure you have the capabilities you need when your customers demand them. Leverage EDI to interface with retailers and mass merchants for sales, shipment, invoice, payment, inventory, point-of-sale (POS), and forecasting information. Adapt to changing industry and customer compliance requirements, such as RFID and dynamic routeing, on demand and with minimal business interruption. Capitalise on revenue opportunities by evolving to integrated real-time sales, shipping, payment, and inventory planning in collaboration with your largest customers.

## Flexibly drill into business performance drivers

Real-time information systems provide you with the deep insight you need to track, manage and maximise profitability at the parent company, store, region, product level and more. Utilise enhanced scorecard tools to quickly gain visibility into customer specific performance. Leverage integrated sales, shipping and forecasting information to meet customer inventory demands and maximise revenue potential. Define customer-specific business rules to track and reduce customer invoice deductions for improved receivables performance and increased profitability.

Apprise Retailer & Mass Merchant Management gives you the tools you need to manage the EDI and logistics requirements of your mass merchant trading partners.

# Apprise® Retailer & Mass Merchant Management

- > Customer specific pricing and contracting – uniquely manage each customer relationship
- > Customer level inventory prioritisation and allocation – maximise revenue potential by meeting specific customer inventory demands
- > Product codes by style, size and colour – meet demands for a wide range of product choices
- > Varied units of measure – flexibility for high-volume selling
- > Multiple UPC codes per SKU – enhanced flexibility and control
- > Customer shipping and retail labels – create labels unique to each customer
- > EAN/GS1-128 labels – meet customer requirements to capitalise on high volume sales
- > Direct shipping to your customers – flexibility to meet customer requirements; maximise efficiencies and minimise delivery intervals
- > Automated proof of delivery via email, fax or mail – seamless delivery confirmation and improved collections
- > Integrated EDI management – flexible options to help you meet the requirements of mass merchants and other retailers
- > RFID – integrated data management and label creation to meet current and evolving compliance requirements
- > Dynamic routing – real-time information and flexibility for shifting customer needs
- > POS and customer forecast data – improved inventory forecasting and planning
- > Pay on scan – flexibility for emerging customer requirements
- > Credit and collection management – develop rules unique to a customer or customer group
- > Invoice deduction and deduction management – reduce, resolve and recover invoice deductions for maximum profitability
- > Remarks – enter customer or item specific remarks, viewable based on your rules
- > Customer product cross-reference tables – automatically link customer order information to internal product and part numbers; reflect internal or customer product codes and units of measure on purchase orders and invoices based on your rules
- > Customer scorecard and profitability analysis – integrated tracking and management of customer terms, allowances and deductions to understand and improve customer profitability
- > Robust information systems – rule-based with dynamic access and drill-down capabilities for optimal management control

## Making your supply chain better, so you can run a better business

Apprise is focused on solving the unique supply chain challenges of consumer goods manufacturers, importers and distributors. With industry-specific ERP software and a global team that understands your business, helping our clients achieve more is what we do best.

For more information, visit us at [apprise.com.au](http://apprise.com.au) or email us at [marketing-australia@apprise.com](mailto:marketing-australia@apprise.com).



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#### Global Locations:

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