

Flintfox Trade Revenue Management for Dynamics 365 for Finance & Operations

Pricing, Promotions, and Rebate Management embedded right within Dynamics 365 for Finance & Operations.

Manufacturers, distributors, and retailers face a growing list of challenges in today's ultra-competitive markets: price and margin pressures, complex omni-channels, and lack of operational efficiencies, just to name a few.

With over 30 years of focus on Trade Revenue Management best practices, Flintfox brings the tools and expertise to supercharge Dynamics 365 for Finance & Operations. In key areas such as advanced pricing, promotions, rebates, and financial reconciliations, our solutions seamlessly manage trade revenue management complexities for both purchase and sell-side operations.

For details on Flintfox modules, please contact your local Flintfox business professional.

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TECHNOLOGY PLATFORM
Microsoft Dynamics®
365 Finance and Operations





Flintfox improves efficiency, increases accuracy, and drives actionable insights via a detailed understanding of transactional margins. The unparalleled flexibility and functionality of TRM for D365, Flintfox's Trade Revenue Management (TRM) solution for Dynamics 365 for Finance & Operations, enables you to quickly gain a significant competitive advantage within your channels.

TRM for D365 includes the following functionality designed specifically to be implemented within a Microsoft Dynamics 365 for Finance & Operations environment:

- **Promotion Pricing** – Plan promotional contracts, funds, deals, discounts, lump-sum marketing, and bill back allowances. Increase sales and drive customer loyalty with an unlimited list of promotional tactics, including advanced cross-sell/up-sell features, and volume incentive programs.
- **Price Management** – Manage pricing complexities encountered on both buy and sell-side operations. Multi-dimensional pricing agreements cater for the simplest to the most complex selection and application methodologies, giving a full breakdown of the price waterfall from list to net. The RMx pricing calculation engine calculates over 1 million real time requests per minute, from the ERP, eCommerce, catalogues, portals, and more.
- **Rebate Management** – Manage and execute rebates, fees, and commissions programs. Flintfox can help streamline the management and execution of your rebates and ensure an accurate P&L by properly accruing vendor and customer rebates, as well as commissions.
- **Claims & Deductions** – Automate the accruals process and expense commitments as they occur, at the appropriate time. Quickly match claims and deductions to planned and approved events, maintaining an ongoing balance to ensure no missed revenue or overdrawn claims are paid out.

What are the key benefits to your organization?

Integrating Dynamics 365 with Flintfox will enable efficient, automated processes to meet your business needs for growth. You'll be able to ensure your financial information is accurate, complete, and traceable back to the originating transactions, and greatly reduce error rates and administrative costs.

-  **Increased profitability** – With a trade revenue management solution, it becomes easier to understand the true profitability of all trade activity. By consolidating systems and processes, and reducing reliance on external spreadsheets, Flintfox simplifies ROI analysis, addresses margin imbalances, and minimizes ineffective promotions.
-  **Accurate data for better business insights** – Flintfox creates real time transactional analytics capabilities for organizations. High quality and accurate data is available for planning, execution, and post-event or post invoice analysis. Real-time decision support is made available, allowing appropriate action to be taken where needed.
-  **Automation for increased productivity** – Flexible agreement structures, master data grouping and maintenance facilities, as well as integrated settlement options streamline the entire trade revenue management process. Automated revenue and expense recognition facilities ensure auditing compliance and reduce end of period reconciliations.
-  **Best practices for increased efficiency** – ensure all pricing, discounts, and commitments are both accurate and as automated as possible. This allows sales and other personnel to manage by exception as well as focus on profitable growth opportunities such as cross-sell/upsell.