

SABRE TRADE FOR MANUFACTURING

Sabre Limited offers the Trade for Manufacturing course for companies in the Manufacturing realm, specifically designed to cover areas of trade that are critical to manufacturing. Training will focus on several key areas: Item and Inventory module (both for financial and operations users); Planning factors, such as vendor lead time, safety stock and reorder points; Purchasing and Sales from a manufacturers point of view; Quality inspection and tracking Vendor performance; Planning activities around purchasing with Requisition Worksheet; Available to Promise and Capable to Promise and an introduction to the concepts of Assemblies and Production Orders are covered.

This Program is Right for You if...

1. You're looking for a structured and well defined ERP project plan
2. You're not interested in any customization
3. You're willing to delay advanced features to a future phase
4. You're hoping for a low cost, simple approach
5. You're willing to do some of your own work
6. You're looking for a guaranteed delivery of services

Training Overview

The Standard version of this course also adds additional training on the Warehouse Shipment and Warehouse Receipt process, for companies where a separate department handles shipping and receiving. Customers are entitled to 2 or 3 "Power User" trainees, (usually in purchasing and order entry) that will learn the system inside-out for your business. Once the core trade modules are setup and your Power Users are comfortable with the process, then additional "Standard Users" will receive training in day-to-day use of the system. The Trade for Manufacturing course is one of our three foundation courses for your Dynamics 365 Business Central or Dynamics NAV manufacturing implementation.

Traditional ERP implementations are entirely variable in cost, and the ERP partner has no financial motivation to keep your costs under control. Stories of ERP projects that are 50%, 100% or even 200% over budget are all over the internet.

This occurs for a variety of reasons, including the compensation model of the ERP consultants, the sales teams and the project managers. Sabre has focused on creating project designs that motivate our staff and the business to keep costs under control. We do this by making the project a fixed fee, which gives us every incentive to find ways to keep your costs down and make your implementation successful



The Trade for Manufacturing Program

Included

- Sales Order Processing
- Purchase Order Processing
- Sales and Purchase Return Orders
- Automated Purchasing with Requisition Worksheet
- Item Setup
- Item Planning Factors – like Safety Stock and Reorder Point
- Units of Measure for Stock, Buy and Sell
- UofM Conversions
- Assembly Management Basics
- Warehouse Locations
- Physical Count
- Warehouse Shipments and Receipts (Standard Only)
- Transfer Orders (Intra-Warehouse Shipments)

Available Separately

- Warehouse Picks and Put Away
- Inter-Company Buy and Sell

Instructor Focused

Sabre believes that instructor led training is by far the best approach for companies implementing ERP. This allows our instructors to consult with the customer and recommend best practices along with their training. Web based training can augment this process, but never replace it. Our fixed fee projects include a dedicated amount of instructor based training whether in the Quickstart or Standard variant. Students who complete their homework and still struggle with understanding modules are entitled to repeat instructor led classes as many times as needed. In addition to formal training, we also offer tutoring sessions for informal activities and sessions. Our tutoring is built into the core training.

Video and Web Supported

Using a highly qualified instructor to train is critical, but backing it up with homework and self paced study is the necessary ingredient to keep costs low and ensure a highly successful ERP implementation result.

Our Methodology

Our training programs are intended to get you up and running quickly, with the core requirements every manufacturing company needs in their ERP. It defers any customization or advanced feature implementation to a future phase, when you will be more knowledgeable and better able to learn those features. Learning the nuances and processes of any ERP is the most difficult part, and our program is designed to guide you through that without wasted effort or distraction.



We offer two variations...

Quickstart is for you if...

The Quickstart program is a blended 50/50 instructor led, self guided training program. If your staff are highly motivated and you feel confident that your company will follow the program without needing a high degree of management, this program is for you. The QuickStart includes a significant amount of instructor training time and coaching, and a well structured learning management system to guide you through the implementation of your ERP. Quickstart comes default with 2 power users and 5 basic users.

Standard is for you if...

You like the idea of the Quickstart program but feel like you need more hands on support from your instructor. The Standard program is mostly instructor led, with self guided activities intended to reinforce rather than teach from scratch. You still use the Sabre learning management system to guide your implementation, but you receive substantially more coaching and support along the way. Standard comes default with 2 power users and 5 basic users.

Service	Quickstart	Standard	A-La-Carte
Sales Order Processing	✓	✓	
Purchase Order Processing	✓	✓	
Requisition Worksheet for Purchasing	✓	✓	
Built-In Coaching Workshops	✓	✓	
Formatted Sales Order Acknowledgement	✓	✓	✓
Formatted Purchase Order cknowledgement	✓	✓	✓
Formatted Picking List	✓	✓	✓
Formatted Assembly Order and Picklist	✓	✓	✓
Item Fundamentals for Operations	✓	✓	
Item Fundamentals for Finance	✓	✓	
Warehouse Fundamentals	✓	✓	
Item Assembly and BOM Loading Training	✓	✓	
Transfer Orders	✓	✓	
Instructor Coaching for Active Sales &Purchase Order Loading	✓	✓	
Configuration of Actual (FIFO) Cost	✓	✓	
Configuration of Average Cost		✓	
Instructor Led Assembly Training		✓	
Instructor Led Requisition Training		✓	
Instructor Led Warehouse Shipment and Receipt Training		✓	
Instructor Led Transfer Order (Inter-Warehouse) Training		✓	
Item and Assembly BOM Loading by Sabre		✓	
Extra Go-Live Coaching Support		✓	
Extra Pilot Coaching Support		✓	
Active Sales and Purchase Order Data Load by Sabre		✓	
Item Lot and Serialization			✓
Extra Power/Basic Users			✓
Total	\$11,900	\$19,900	

*Extra Services Available as Required

