ERP Connect for Retail

Enhancing Dynamics to better serve retailers and wholesalers

In retail, a large amount of mindshare is typically devoted to the front end: products, promotions, point-of-sale, and other customer-facing parts of the business. But that's only half of the equation.

It's often in the back end where the big wins (or losses) happen: inventory control, finance and accounting, supply chain management, data collection and analysis, and overall operations.

By design, an ERP (enterprise resource planning) system has a role in most every part of back-end operations—in retail or any major vertical.

- Supply chain management and optimization: from procurement of materials for products, to distribution of perishables, to inventory control, to product returns.

- Finance: accounting principles, data unification, fraud prevention, bank reconciliation, audit trails, and more.

- Operations: streamlining workflows, process automation, reducing manual labor, connecting departments, and capturing, codifying, and disseminating business data.

It's the rare retailer or wholesaler that has an ERP system designed to coordinate all those needs optimally, in real-time, or in a way that lets them pivot when change is needed.

It's an equally rare retailer that proactively aligns its ERP workflows with customer-facing workflows, such as marketing campaigns, loyalty programs, promotions, and point-of-sale systems and information.

Which is why Argano designed ERP Connect for Retail, a collection of applications and services that empower retailers and wholesalers with a systematic means of organizing/centralizing processes and data, increasing agility, and optimizing operations across all departments, functions, and locations.

ERP Connect Components

ERP Connect is not a single solution. It's a cohesive collection of implementation and support services and business applications built on Dynamics 365 Supply Chain Management, Dynamics 365 Finance, Azure, and other elements of the Microsoft Stack.
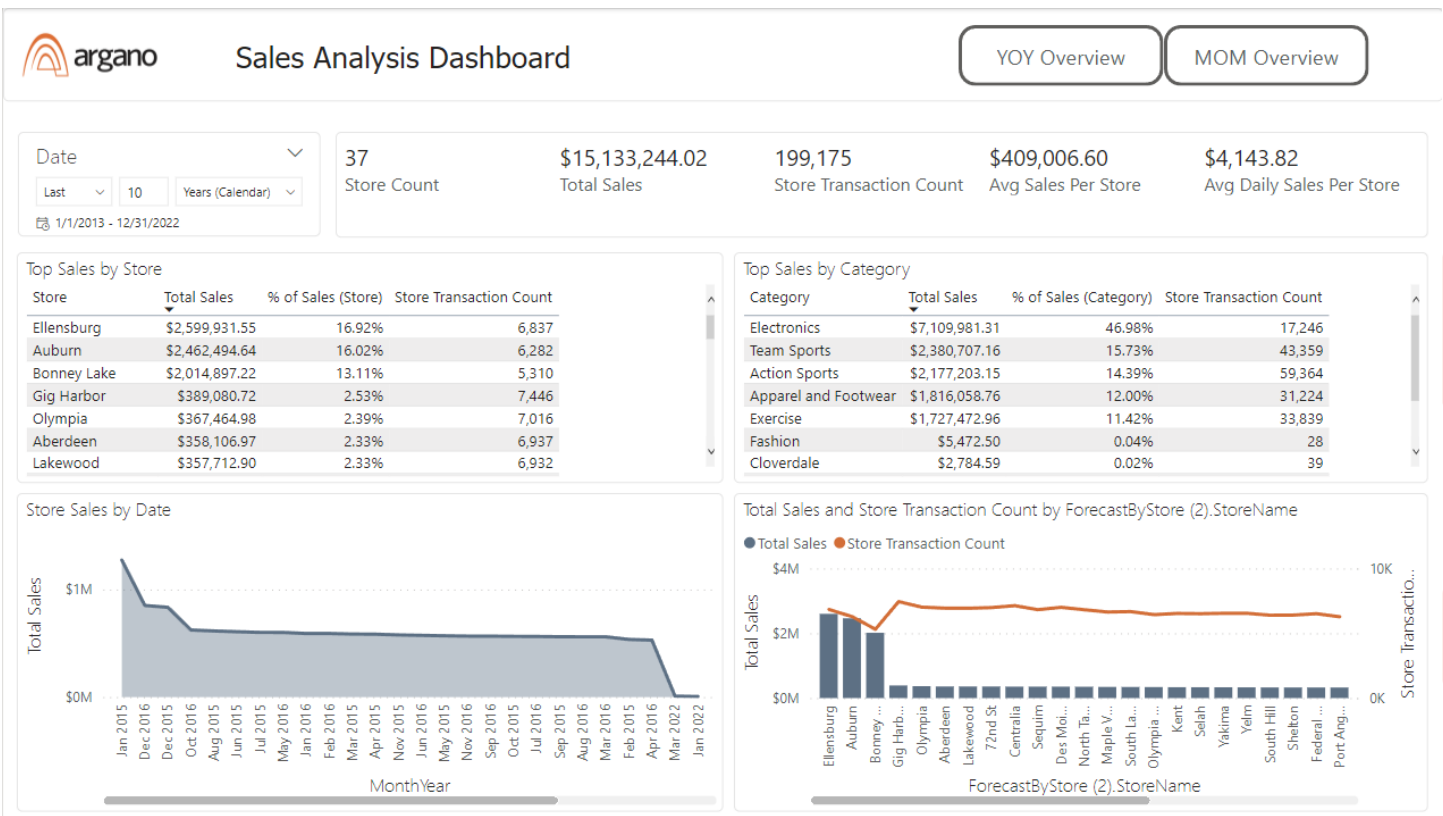
In addition to a strategy-specific implementation or optimization of Microsoft solutions, ERP Connect includes a wide range of IP and applications to extend the system, including:

Benefits:

- Connect front-end shopping experiences and back-end operations

- Improve supply chain and inventory management in just weeks

- Easily manage multiple locations, brands, and product lines

- **Data Insights:** A pre-configured business intelligence and data warehouse solution that turns data — from the supply chain, customers, and the overall market— into actionable insights.

- **Workflow Manager:** Enables teams across any department or location to view, review, manage, and approve workflows in Dynamics 365 from anywhere, at any time, via mobile devices.

- **Audit and Security Manager:** Simplifies audit preparation and security management by offering a host of functionality and pre-configured data sets.

- **Master Data Centralization:** Centralizes control and management of data from multiple locations and/or brands, "de-siloing" management of shopper, vendor, and product data.

- **One Step Consolidation:** Provides a single interface for entering all consolidation criteria with pre-set configurations.

- **Advanced planning:** Enhanced planning visibility and features to help manage orders based on business priorities, not just calendars.

- **Warranty Pro:** Simplifies adding warranties and handling claims while increasing revenue and customer confidence.
- **Sales Analysis Dashboard:** Immediate insight into performance across your entire business, filtered by various categories including store, product category, month, quarter, year, etc.

These unique applications are just the start.

Sales Analysis Dashboard

YOY Overview　　MOM Overview

Date

Last　10　Years (Calendar)

1/1/2013 - 12/31/2022

37 Store Count	$15,133,244.02 Total Sales	199,175 Store Transaction Count	$409,006.60 Avg Sales Per Store	$4,143.82 Avg Daily Sales Per Store

Top Sales by Store

Store	Total Sales	% of Sales (Store)	Store Transaction Count
Ellensburg	$2,599,931.55	16.92%	6,837
Auburn	$2,462,494.64	16.02%	6,282
Bonney Lake	$2,014,897.22	13.11%	5,310
Gig Harbor	$389,080.72	2.53%	7,446
Olympia	$367,464.98	2.39%	7,016
Aberdeen	$358,106.97	2.33%	6,937
Lakewood	$357,712.90	2.33%	6,932

Top Sales by Category

Category	Total Sales	% of Sales (Category)	Store Transaction Count
Electronics	$7,109,981.31	46.98%	17,246
Team Sports	$2,380,707.16	15.73%	43,359
Action Sports	$2,177,203.15	14.39%	59,364
Apparel and Footwear	$1,816,058.76	12.00%	31,224
Exercise	$1,727,472.96	11.42%	33,839
Fashion	$5,472.50	0.04%	28
Cloverdale	$2,784.59	0.02%	39

Store Sales by Date

Total Sales and Store Transaction Count by ForecastByStore (2).StoreName

The Argano Sales Analysis Dashboard, a key feature in ERP Connect for Retail.

ERP Connect also includes a wide array of services — performance tuning, process automation, regression testing, and more — that help further tailor your ERP solution to address your immediate challenges and long-term goals.

Want to get more from supply chain management, finance and accounting, inventory management, and operations? It starts with ERP Connect for Retail, learn more.