



# TRIMIT FURNITURE

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PARTNER LOGO



You need to improve profitability and decrease cost prices, while at the same time delivering customizable products at the right price - on time. You need to reduce capital tied up in stock and standardize work processes and components, some produced in faraway places. Communication is difficult and leaves no room for errors.

## WE KNOW FURNITURE

There is something fundamentally true about this quote. Your company might not be involved in all the mentioned areas but you will probably feel the impact from these. The furniture industry is both a fun and a tough place to be in. You need to concentrate on driving your business forward, always looking ahead to find out what the new trends are, and how to be cost effective.

These are just some of the reasons why you need an industry specific solution, tailor-made to the furniture industry.

TRIMIT Furniture is based on a close co-operation with our customers, where we take advantage of their knowledge and experience to continuously advance TRIMIT Furniture. Thus both current and new customers can profit by a knowledge- and experience base built by 250+ customers since 1991.

Due to this TRIMIT Furniture is based on deep and practical insight in the furniture industry - which has, moreover been acknowledged by Microsoft, awarding TRIMIT Furniture "Best Vertical Solution".



# INDUSTRY KNOWLEDGE

**What is the furniture industry? There isn't really an easy answer to this question. However, our customers since 1991 can more or less be categorized into the following segments:**

## WOOD

This is typically rather expensive furniture made by solid wood and produced to order, based on component stock. In this segment variant control is extremely important because of the numerous different combinations of woods, surface treatments etc.

## UPHOLSTERED

Variant control is also essential within this segment because of the numerous variants such as colors, fabrics etc. Some of the products are made-to-order in all levels (in some cases even purchased-to-order), while others are based on a component stock.



## OFFICE

Within this segment the product range is often a combination of stock items mixed with made-to-order. Furthermore, stock items often consist of several parcels that can be combined to different end-products based on variants. Day-to-day delivery is common and therefore available-to-promise based on parcel level is very essential.

## KITCHEN/BATHROOM

In this segment there is not only numerous variants, but also customer specific measurements that have to be handled. Therefore, each product can be customer specific and unique and all products are made-to-order.



Change management is very important because often kitchen drawings are changed numerous times, before they are exactly how the customer wants them to be. The distribution chain can be very complex because some manufacturers deliver directly at the end-customer's home address.

## LIVING

This is where fashion meets furniture and other kinds of home interior articles. The lines between these are getting somewhat blurry, which means that you will be able to buy any of these items from the same shop. This trend is expected to continue and grow in the years to come.

PARTNER LOGO



# PARTNER INFO

Although we are very interested in expanding the TRIMIT concept into new areas, we do not just pick any partner to work with us on this. We look very closely at new potential partners, to make sure there is a match between the goals we have in TRIMIT and the partner's business plan. TRIMIT is a very focused solution, and we are looking for partners with industry knowledge. Furthermore, we expect our partners to have deep knowledge of Microsoft Dynamics NAV and most importantly: the will to create success stories to lead the way for TRIMIT and the partner on any given market.

We believe very much in close relationships with our partners and do what we can to support them. We assist in building marketing material, we participate in seminars and we plan regular meetings to make sure our partners get what they want from the relationship.

**LOCAL SUPPORT**

**IMPLEMENTATION BY CERTIFIED EXPERTS**

## “ZERO COST UPGRADE”

Our objective is that Microsoft Dynamics NAV and the TRIMIT solution covers most requirements of a company, thereby minimizing the need for customization. Each company adapts the system by adjusting parameters - not by programming customizations. TRIMIT is made of components, thus it is possible to adapt the system exactly to any company's requirements, with a minimum of implementation resources and customization. Our objective is also that TRIMIT does not replace any functionality from Microsoft Business Solutions but extend and/or improve existing functionality.

We fully support a partner's business strategy if it includes releasing frequent updates and keeping all Microsoft Dynamics NAV TRIMIT customers up-to-date.

Therefore, with the TRIMIT business model approach, all customers work on the exact same version of TRIMIT.

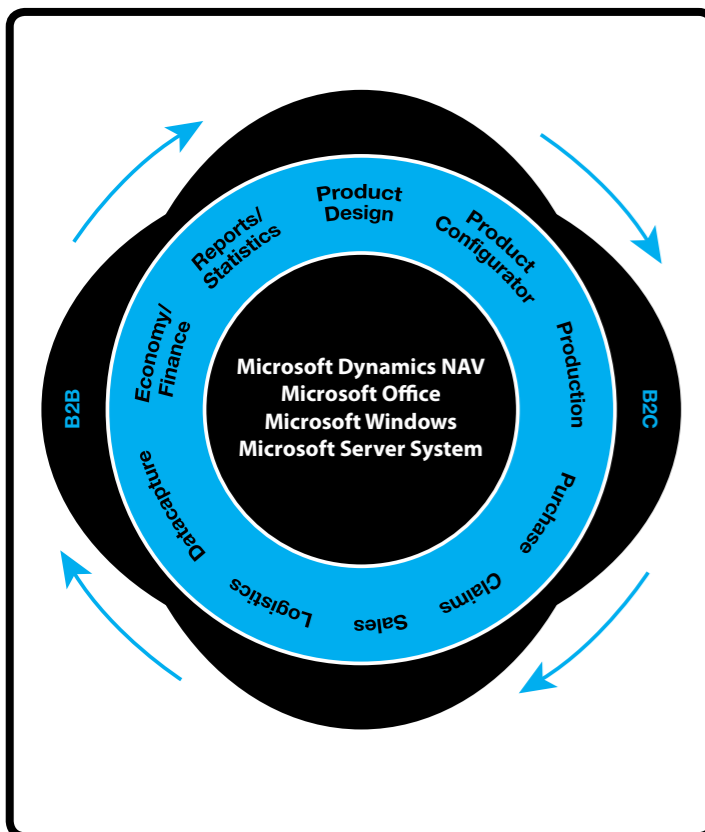
**PRODUCT SECURITY**

New functionality is developed in close dialogue with our partners, based on the needs of their customers and is then distributed to all customers by the next update.

This way, TRIMIT always matches the market demands and ensures that your company is always up-to-date.



**REFERENCES**



## MAKE-TO-STOCK

The characteristics of Make-to-Stock (MTS) are end products based on commodities and sold from inventory. Production prior to sales are based on stock-level principles or forecasts. The main advantages of MTS is reduced delivery time, thus delivery time is zero, when customers can get the requested products from stock, and optimize the production capacity with a higher throughput. Stock control is crucial as delivery time is highly dependent upon this and moreover, serves as the primary indicator or unit of measure for defining customer service levels. Furthermore, distribution and warehousing of end product is the norm in connection with MTS.

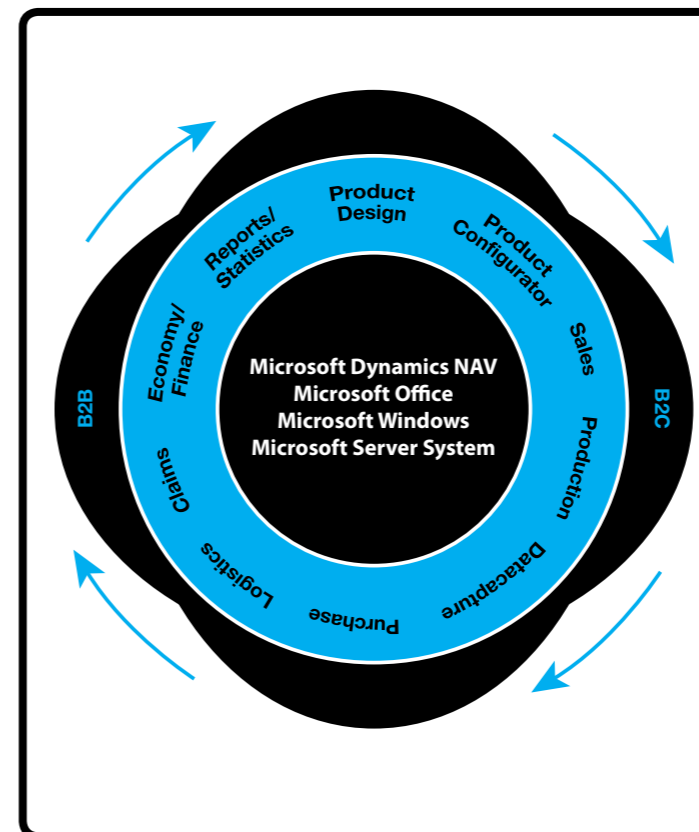
### MTS enables companies to:

- Minimize delivery time
- Optimize production capacity
- Lower production costs

# MAKE-TO-STOCK

This is where furniture companies make all their products to stock or maintain a middle ground, where components are Made-to-Stock and finished goods are Made-to-Order.

TRIMIT handles both Make-to-Stock and Make-to-Order and any combination of these.



## MAKE-TO-ORDER

Make-to-Order (MTO) is where manufacturing is based on a specific customer order. This means that a MTO process is relevant in the case of mass customization - when different customers need different products. Companies choose the MTO approach in order to reduce inventory and increase the level of customization. The MTO approach is therefore relevant in companies with highly configured products or in companies, where holding inventory is very expensive.

### MTO enables companies to:

- Increase customization
- Reduce inventory
- Reduce waste

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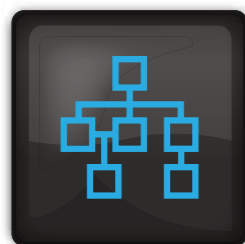
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## PRODUCT DESCRIPTION



### PRODUCT- DESIGN

- Easy creation and Maintenance via Masters
- Unlimited Variants
- Simple Management of Complex Item Configuration
- Automatic Creation of Items
- Calculation of Weight, Volume, Material Consumption etc.
- Routing based on Variants/Qualities
- Standard Costing incl. Materials, Time, Machine and IPO



### PRODUCT CONFIGURATION

- Handling of Variants and Dimensions Throughout the Entire Solution
- Variant Outcomes Dependent on Customer-, Country- or Basic Item Data
- Product Configuration – Control of Individual Item Qualities in the Order Stage
- Definition of Relations between Variants
- Calculation of Price and Discount based on Variants



### SALES

- Optimization of the Order Handling Process
- Online Disposal of Materials, Time and Capacity
- Direct Creation of Underlying Production- and Purchase Orders
- Maintenance of Related Production-/Purchase Orders
- Blanket Order Control
- Advanced Price- and Discount Structures
- Provisions- and Royalty Handling
- Calculation of Charges



### PRODUCTION

- Stock- and Order Production
- Direct Creation and Relation to Underlying Production- and Purchase Order
- Automatic Creation of Production Order via MRP (Based on Needs)
- Pre- and Post Calculation



### PURCHASE

- Optimization of Trade with Suppliers
- Automatic Creation of Purchase Orders via MRP (Based on Needs)
- Minimum Quantity/ Multiple Quantity
- Additional Costing (Freight, Customs etc.)
- Blanket Orders
- Advanced Pricing
- Advanced Discounting
- Mail, Fax or Printout of Order – incl. Printouts of End Products e.g. Measurements



### DATA CAPTURE

- Fully Integrated Datacapture
- Capture of Check in / Check out Times for use in Payroll
- Capture of Job Time for the Post Calculation of the Production Order
- “Team Stamping” - One Person can Register for the Team
- Mass Registration – one Person can do Multiple Jobs at the same Time
- Material Registration
- Registration of Scrap



### LOGISTICS

- Flexible Rules for Generating Pick Suggestions
- Pick Suggestions based on Inventory
- Location Management
- Integration to Shipping Agents
- Barcode Scanning



### CLAIMS

- Registration with or without Invoice Reference
- Finds Actual Sales Prices/Discounts
- Different Customer and Supplier Actions
- Substitute Handling
- Return Item Handling



### ECONOMY/ FINANCE

- Advanced Facilities concerning Standard Costing
- Provisions from Purchase and Sale (Charges, Freight, Commission etc.)
- Intercompany (Automation of Trade between Subsidiaries)
- Printouts of Freight- and Export Documents.
- Invoicing via Paper, EDI, Fax and Mail.



### REPORTS/ STATISTICS

- Standard Reports Included
- Advanced Sales Statistics
- Built-in Report Generator
- Integration to MS Excel
- Integration to BI



# PORTAL OVERVIEW

**Minimize possible errors, eliminate double or even triple work, improve communication, get access to online information and give your customers the possibility of shopping 24-7. Purpose: shorten the value chain, make distance shorter and accelerate Time-to-Market.**

**All this is possible with the task-oriented, easy-to-use, web-based TRIMIT Portals.**



## **B2B PORTAL:**

The B2B Portal makes it possible to expand the network to include own shops. This way, employees can retrieve relevant information to themselves or the customer instantly (e.g. concerning availability, time of delivery etc.). The Portal also makes it possible for shop managers to retrieve and enter data outside opening hours.

## **B2C PORTAL:**

The TRIMIT B2C Portal is where end-users get direct access to purchase products. It increases the connexion and pushes products further. TRIMIT B2C Portal is different from the others as regards appearance as the layout and graphics is very important because this is where the end-user is addressed and influenced.



 Windows Server 2008

 Office Microsoft®

 Windows®

 Microsoft Dynamics

## TECHNOLOGY



### MICROSOFT DYNAMICS NAV 2009

**HAS MADE IT EASIER TO WORK "SIMPLE, SMART AND INNOVATIVE"**

NAV 2009 is built on a new structure, based on the individual employee or role of the employee, instead of being based on different processes. This role-based approach provides access to information, tasks and business processes relevant to the individual employee in one single, integrated view. This helps your employees becoming more effective and your company to stay competitive.

### ZERO COST UPGRADE

**- POSITION YOUR SOLUTION FOR GREATER SUCCESS**

TRIMIT Furniture uses the latest Microsoft technology. Most likely you already use this well-known technology in your Outlook mail system, Microsoft Office or other applications. TRIMIT Furniture is a "zero cost upgrade" solution easily updated when new technology is released from Microsoft. This way, you will always have the latest Microsoft technology.

### CERTIFIED

**- YOUR GUARANTEE OF A COMPETENT PARTNER AND SOLUTION**

TRIMIT has the Microsoft Business Solutions and the ISV (Independent Software Vendor) competencies. Moreover, being a Microsoft Gold Certified Partner, TRIMIT represents the highest level of competence and expertise with Microsoft technologies and has the closest working relationship with Microsoft. Furthermore, Microsoft has awarded TRIMIT Furniture "Best Vertical Solution".

### PORTALS

**- TASK-ORIENTED, EASY-TO-USE & WEB-BASED**

TRIMIT Furniture portal technology offers the extra functionality that gives you a unique competitive edge. The Portals give instant access to information for external partners in both ends of the value chain.

The TRIMIT Portal technology is based on the newest Microsoft .NET 3.5 C# platform using technologies such as SQL Server 2008, AJAX, LINQ for ADO.NET EF, XAML/WPF and Silverlight, WCF/WebServices, FTP, WebDAV, Message Queuing, SharePoint, Office 2007.

**WE KNOW FURNITURE**



**TRIMIT A/S**  
**Livøvej 23**  
**8800 Viborg**

**Phone +45 7020 8970**

**[info@trimit.com](mailto:info@trimit.com)**  
**[www.trimit.com](http://www.trimit.com)**

Picture material is kindly lent by our customers: Fredericia Furniture, Montana, JKE Design, Kvik A/S, Holmrís Office & Brødrene Andersen Møbelsnedkeri A/S.

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