



TRIMIT FASHION

PARTNER LOGO



You need to improve profitability and decrease prices, while at the same time getting more products to market quicker but still at the right time, and with the same resources. You need to know what customers want **9 months in advance** with a very complex supply chain, production in faraway places. Communication is difficult and leaves no room for errors.

WE KNOW FASHION

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 fashion 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 clothing- and

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

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

INDUSTRY KNOWLEDGE

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

WHOLESALE / FAST FASHION

This is typically high street fashion, where things are changing very quickly. Often designers will get their input from fashion capitals like Milano, Paris, New York and London. It is all about having the right product at the right time. Within months or in some cases even weeks, stock will change from potential value to no value.

PRODUCTION

This is production/CMT (Cut-Make-Trim), where piece goods are continuously becoming more and more expensive and production units are getting smaller by the minute. Here, it is all about having the ability to work



efficiently within tight deadlines. Thus it is important to have full control of all the different deadlines in order to observe these and achieve the everlasting goal to reduce time-to-market.

RETAIL

Our customers extend the supply chain to include own stores (like e.g. franchise shops) Here it is very important to have a clear communication strategy, in order to get hold of the information flow between the back office and the different shops. Also, the ability to do B2B business to the stores directly is becoming increasingly important within this segment.

WORK WEAR / CORPORATE WEAR

In this segment, there are few basic styles that typically have a very long lifecycle, and it is possible to configure these to meet the needs of the customer. A pair of overalls is no longer just a pair of overalls, but a complex product with a lot of optional extras tailor-made to the customer, often in small series.

To win the deals in this area it is vital to be able to configure the styles quickly and based on rules. This makes it needless to involve the back office and designers, thus gaining valuable time.

SHOES AND ACCESSORIES

This segment is similar to Wholesale / Fast Fashion, however, this time shoes, jewellery, eyewear and handbags are also part of the fashion, making it three-dimensional. This means even more different items to be in control of, which makes it crucial to manage and be in control of all processes in the workflow, in order to have the right product at the right time.

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 in any 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 out of 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 Solution, 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.

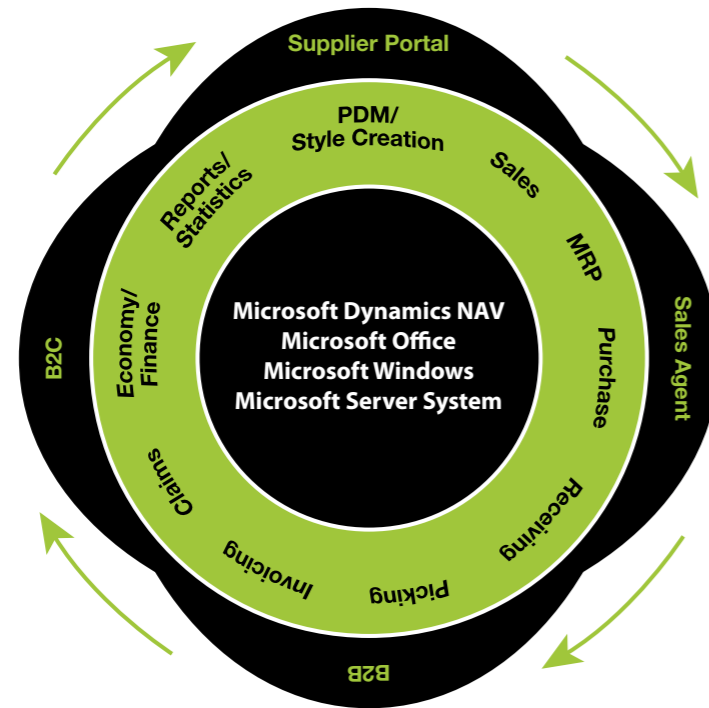
Therefore, with the TRIMIT business approach, all customers work on the exact same version of TRIMIT. New functionality is developed in close dialogue with our partners, based on the needs of their customers and is then distributed to all customers by the next update.

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



PRODUCT SECURITY

REFERENCES



FASHION FLOW

TRIMIT Fashion offers total overview of all processes and is supported by the TRIMIT Fashion portal technology throughout the entire value chain.

Full control of the entire Fashion Flow increases efficiency and accelerates growth.

TRIMIT FASHION FLOW

TRIMIT Fashion offers all standard functionality expected of a Fashion IT solution – and much more. Starting with style creation in PDM, through the sampling and production process all the way to stock control and sales through various sales channels. With Dynamics NAV and TRIMIT you have the entire supply chain covered and you get an end-to-end fashion solution that allows you to stay on top of the challenges you face and make your everyday work much more efficient. At the end of the day that is what makes you survive in the fashion business.

TRIMIT PORTAL TECHNOLOGY

TRIMIT Portal Technology offers the extra functionality that gives you a unique competitive edge. The Portals give instant access to information for external partners such as shops, sales agents, etc. Furthermore, the Portals offer out of the box functionality integrated directly to Microsoft Dynamics NAV. With the TRIMIT Portals you will extend your supply chain towards both production and sales, allowing you to stay in control of these processes – all from the same system.

LATEST TECHNOLOGY

TRIMIT Fashion 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 Fashion 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. You do not want to be stuck with an outdated solution that is running on old technology and therefore very difficult and expensive to upgrade. You want to stay updated with a standard solution using the latest technology that allows you to take advantage of new developments easily. That is exactly what TRIMIT does.

PRODUCT DESCRIPTION



PDM/STYLE CREATION

- Style, Color- and Size Tables
- Wizards – Templates to Easy and Fast Creation
- Unlimited Variants
- Assortments/Pre-Pack
- Picture Management
- Collection/Season Management
- Measurement Chart
- Bill of Materials
- Calculation
- Workflow
- Comments
- Sample Handling
- Customer Attributes
- Packing Instructions



SALES

- Matrix Sale
- Order Types (Pre-Sale, Stock Order)
- Online Availability Check
- Advanced Pricing
- Advanced Discounting (Multiple)
- Blanket Order
- Product Configuration
- Sales Commission
- Buying Groups
- Intercompany Sales



MRP

- Purchase Suggestions based on Sales/Inventory or Production
- Production Order Suggestions based on Sales/Inventory or Production
- Set-Up per Style



PURCHASE

- Minimum Quantity/ Multiple Quantity Additional Costing (Freight, Customs etc.)
- Blanket Orders
- Matrix Purchase
- Advanced Pricing
- Advanced Discounting
- Mail, Fax or Printout of Order – incl. Printouts of End Products e.g. Measurement Charts



RECEIVING

- Registration of Items at the Entry Dock - Possibly via Bar Codes.
- Summary Invoicing
- Location Management



PICKING

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



INVOICING

- Invoicing on the Loading Platform
- Summary Invoicing
- Batch Invoicing
- Printouts of Freight- and Export Papers
- Invoicing via Paper, EDI, Fax, Mail



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 Cost Prices
- Service Charges
- Provisions from Purchase and Sale (Charges, Freight, Commission)
- Intercompany (Automation of Trade between Subsidiaries)
- Print Outs 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

SUPPLIER PORTAL

In a world where lead times for product development are getting shorter and supply chains are getting more complex. Companies benefit greatly from minimizing possible errors, eliminating double or even triple work and improving communication for instance by providing suppliers with online information. This will extend the value chain and accelerate time-to-market.



SUPPLIER PORTAL

Some of the hardest things, when dealing with the outsourcing challenges are to make the suppliers understand exactly what you mean and to make them deliver, within a reasonable amount of time without too many misunderstandings.

With TRIMIT Supplier Portal we offer you a head start into tomorrow's supplier collaboration. All linked to the same information you work with internally, the Supplier Portal shares information directly between you and your suppliers directly.

The Supplier Portal helps you stay in control of your outsourcing and at the same time it enables you to expand it into new areas such as online commenting, sample check, measurements, Bill of Materials, quotations and quality assurance.

You will enjoy the benefits of communicating with your overseas partners in your normal environment and the instant access to information on both sides will reduce your overall time-to-market and allow you to spend less time handling information and more time adding value.

TRIMIT FASHION SALES AGENT

This Portal is made for your direct sales team and your agents. It enables you to pick your own customers / shops and place the order through a very simple and intuitive user interface. The style selection can be done onscreen or with a barcode scanner. Your sales force gets access to the latest products, customer information, order entry, sales history etc.

SALES PORTALS

In today's business landscape more and more companies are looking into alternative sales channels externally, to reach new customer groups, control costs and generate additional revenue. Others take a critical look internally to improve order handling, update sales people new/discontinued products or allow their shops to order directly in an automated way. No matter what group you are in, the TRIMIT Sales Portals are interesting.



TRIMIT FASHION B2B

This Portal makes it possible to expand the network to include own shops (retail) or through wholesale. This way, the shops can retrieve relevant information (concerning availability, time of delivery etc.) to themselves or the customer instantly. The Portal also makes it possible for retailers to retrieve or enter data outside opening hours. Your shops can order directly through the system whenever they want without calling or faxing.

TRIMIT FASHION B2C

This is where the end-user can find relevant information concerning products, delivery, the company etc. Furthermore, the end-customer has the possibility of placing and following orders.

This Portal is different from the others as regards appearance—the layout and graphics are very important elements because this is, where the end-customer is addressed and influenced.

At the same time fashion companies are interested in keeping the customers onsite with forums and loyalty clubs.

 Windows Server[®] 2008

 Office[®] Microsoft[®]

 Windows[®]

 Microsoft Dynamics



TECHNOLOGY

MICROSOFT DYNAMICS 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

Together with all the above advantages Microsoft Dynamics NAV 2009 makes it possible to boost productivity, improve business agility, and increase the value of your IT investments.



CERTIFIED -YOUR GUARANTEE OF A COMPE- TENT 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 appointed TRIMIT Fashion the Best Vertical Solution.

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

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 and Office 2007.

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