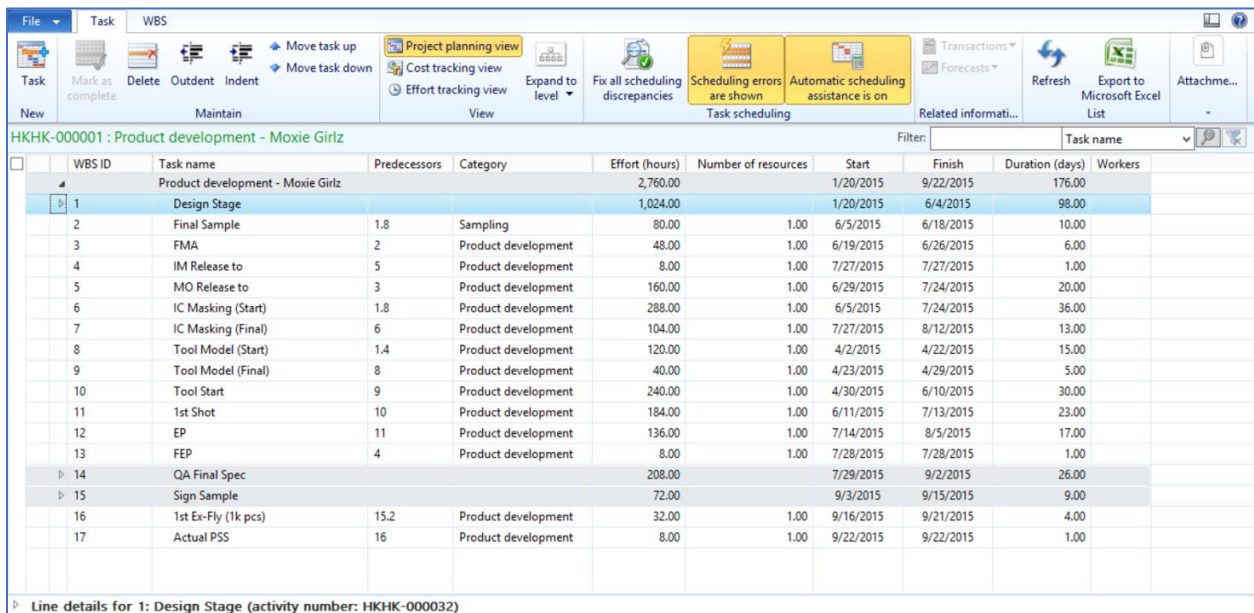


## Product Management with Microsoft Dynamics 365

### 1. Product Lifecycle Management with Microsoft Dynamics 365 Supply Chain Management ERP –

Microsoft Dynamics 365 for Supply Chain Management provides a great foundation for customers with its Product Information Management (PIM) capabilities to get light Product Lifecycle Management (PLM) capabilities for a business. While some customers will need specialized PLM software many light manufacturers and assemblers may find the integrated functionality built into Microsoft Dynamics 365 for Supply Chain Management ERP sufficient to manage their business.

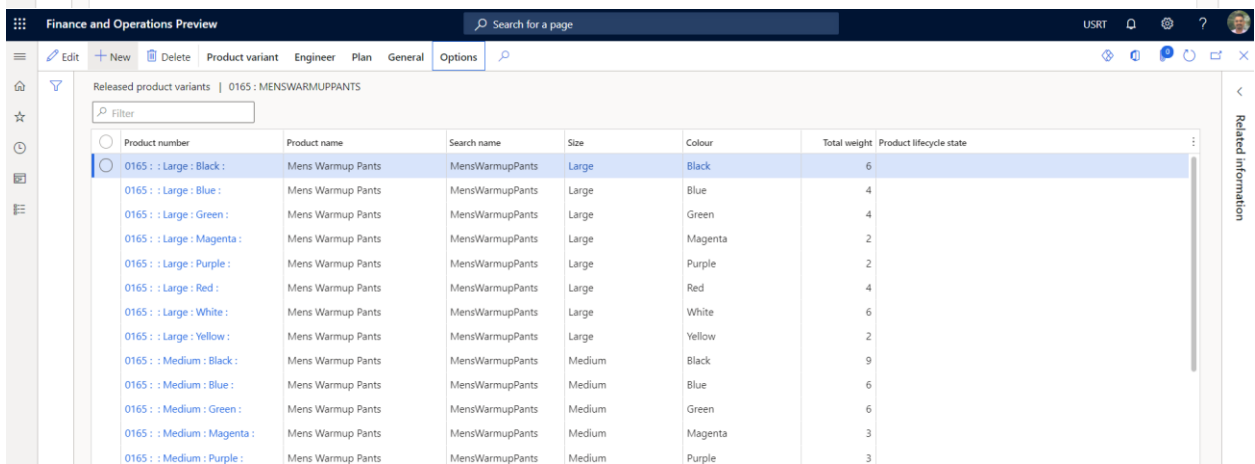
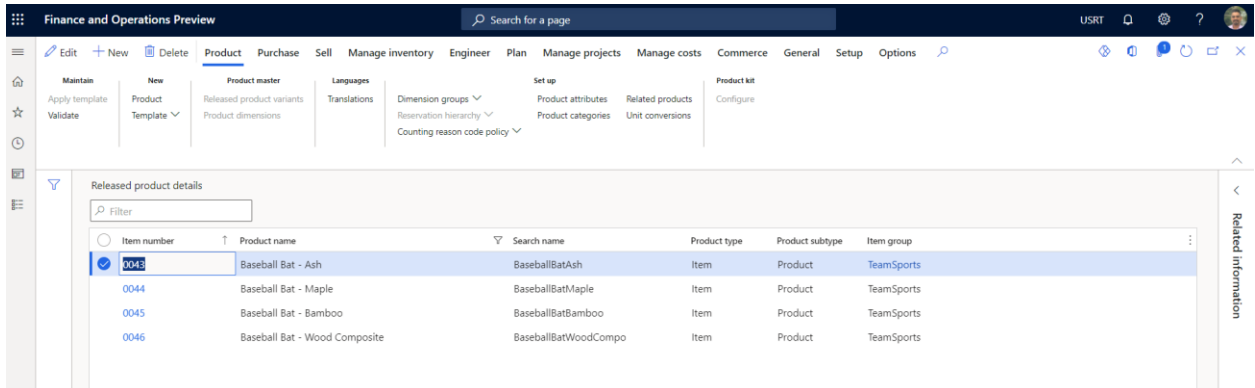
**Product Development and Planning:** Microsoft Dynamics 365 provides the ability to build a complete product development plan from ideation, prototyping, modeling, tooling, product manufacturing to product release. Product development and planning can be carried out using Project management features in Microsoft Dynamics 365 for Finance which is tightly integrated with Supply Chain Management.



| WBS ID | Task name                         | Predecessors | Category            | Effort (hours) | Number of resources | Start     | Finish    | Duration (days) | Workers |
|--------|-----------------------------------|--------------|---------------------|----------------|---------------------|-----------|-----------|-----------------|---------|
|        | Product development - Moxie Girtz |              |                     | 2,760.00       |                     | 1/20/2015 | 9/22/2015 | 176.00          |         |
| 1      | Design Stage                      |              |                     | 1,024.00       |                     | 1/20/2015 | 6/4/2015  | 98.00           |         |
| 2      | Final Sample                      | 1.8          | Sampling            | 80.00          | 1.00                | 6/5/2015  | 6/18/2015 | 10.00           |         |
| 3      | FMA                               | 2            | Product development | 48.00          | 1.00                | 6/19/2015 | 6/26/2015 | 6.00            |         |
| 4      | IM Release to                     | 5            | Product development | 8.00           | 1.00                | 7/27/2015 | 7/27/2015 | 1.00            |         |
| 5      | MO Release to                     | 3            | Product development | 160.00         | 1.00                | 6/29/2015 | 7/24/2015 | 20.00           |         |
| 6      | IC Masking (Start)                | 1.8          | Product development | 288.00         | 1.00                | 6/5/2015  | 7/24/2015 | 36.00           |         |
| 7      | IC Masking (Final)                | 6            | Product development | 104.00         | 1.00                | 7/27/2015 | 8/12/2015 | 13.00           |         |
| 8      | Tool Model (Start)                | 1.4          | Product development | 120.00         | 1.00                | 4/2/2015  | 4/22/2015 | 15.00           |         |
| 9      | Tool Model (Final)                | 8            | Product development | 40.00          | 1.00                | 4/23/2015 | 4/29/2015 | 5.00            |         |
| 10     | Tool Start                        | 9            | Product development | 240.00         | 1.00                | 4/30/2015 | 6/10/2015 | 30.00           |         |
| 11     | 1st Shot                          | 10           | Product development | 184.00         | 1.00                | 6/11/2015 | 7/13/2015 | 23.00           |         |
| 12     | EP                                | 11           | Product development | 136.00         | 1.00                | 7/14/2015 | 8/5/2015  | 17.00           |         |
| 13     | FEP                               | 4            | Product development | 8.00           | 1.00                | 7/28/2015 | 7/28/2015 | 1.00            |         |
| 14     | QA Final Spec                     |              | Product development | 208.00         |                     | 7/29/2015 | 9/2/2015  | 26.00           |         |
| 15     | Sign Sample                       |              | Product development | 72.00          |                     | 9/3/2015  | 9/15/2015 | 9.00            |         |
| 16     | 1st Ex-Fly (1k pcs)               | 15.2         | Product development | 32.00          | 1.00                | 9/16/2015 | 9/21/2015 | 4.00            |         |
| 17     | Actual PSS                        | 16           | Product development | 8.00           | 1.00                | 9/22/2015 | 9/22/2015 | 1.00            |         |

**Product development planning can be done within Microsoft Dynamics 365 using its Project Management features. Planning can be at a summary level or detailed level.**

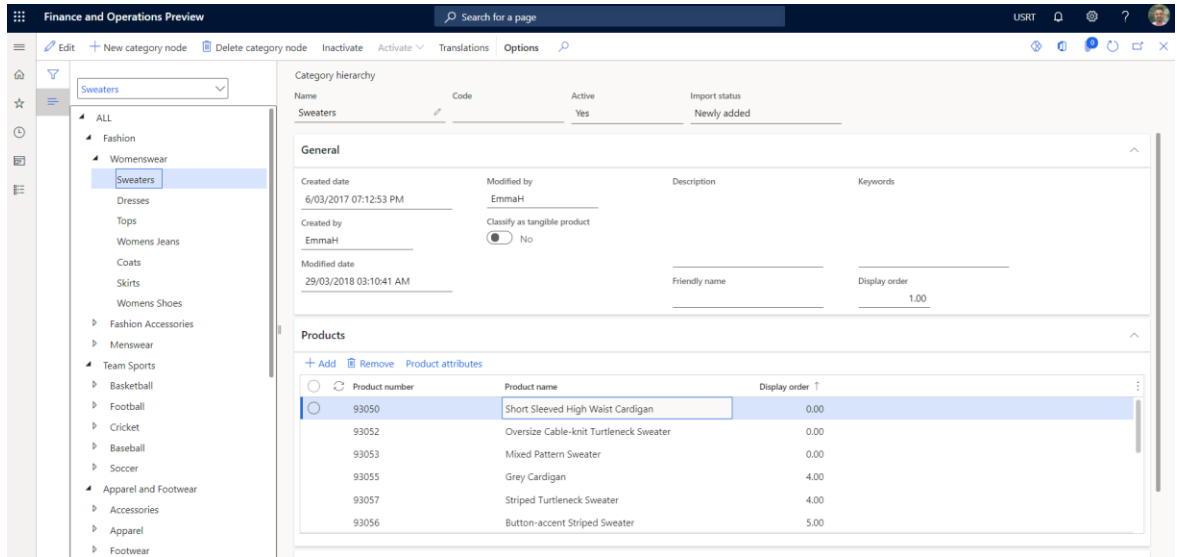
**Product Mastering:** Microsoft Dynamics 365 for Supply Chain Management supports a global product master that is common across companies. The product can have multiple product attributes and when released to a company takes on an item number. Items can have multiple Item variants through the use of product dimensions such as Configuration, Size, Style and Color. The Item variants could be considered the equivalent of a Stock Keeping Unit (SKU).



***Product Dimensions within Microsoft Dynamics 365 such as Size, Style and Color help make the product master manageable***

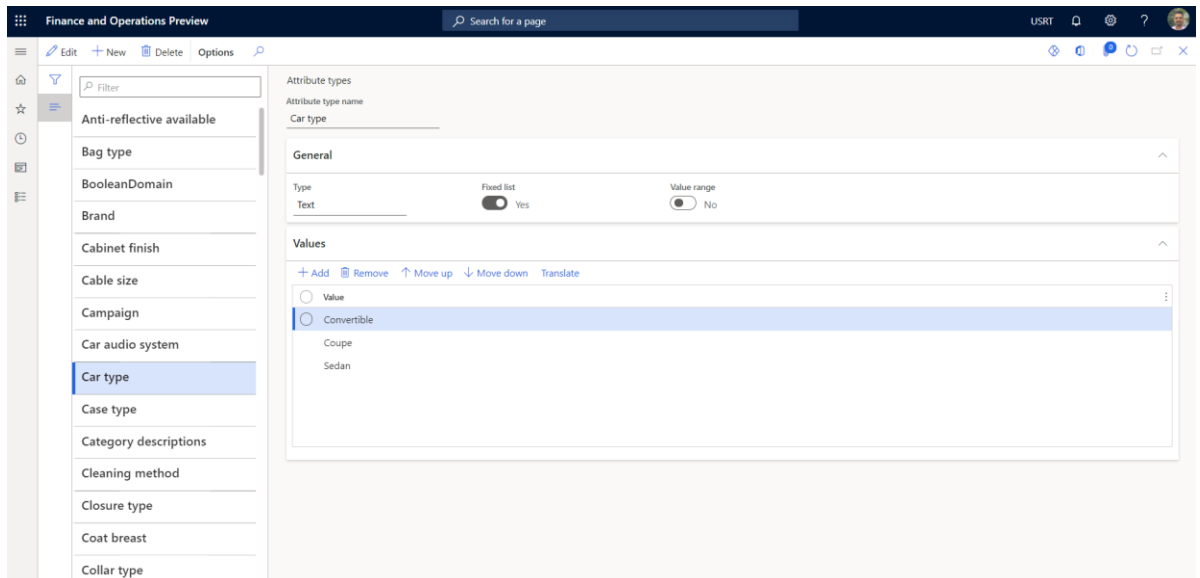
**2. Merchandising with Microsoft Dynamics 365 Supply Chain Management ERP –.** Microsoft Dynamics 365 merchandising tools allow businesses to manage products and attributes globally and locally, as well as create unlimited categories for enhanced category and assortment management. Effective planning and merchandise management is critical for gaining and maintaining market leadership. Microsoft Dynamics 365 provides the tools to improve the speed of doing business so they can stay one step ahead in the market. Merchandising management in Microsoft Dynamics 365 involves -

- **Category and product management** – Define product hierarchy using the category hierarchy feature in Microsoft Dynamics 365. Define category hierarchies to group and categorize the products that business wants to distribute to its channels. Multiple category hierarchies can be defined, and each product can be assigned to multiple hierarchies.



**Category Hierarchy in Microsoft Dynamics 365**

- Product attributes** – Attributes in Microsoft Dynamics 365 provide a way to further describe a product and its characteristics through user-defined fields (such as **Memory size, Hard disk capacity, Is Energy star compliant**, and so on). Attributes can be associated with various entities, such as product categories and channels, and default values can be set for them.



**Product attribute types in Microsoft Dynamics 365**

**3. Pricing with Microsoft Dynamics 365 Supply Chain Management ERP** – Price management is the most effective way to manage the balance between financial risk and revenue. It is managing product pricing, being able to identify upsell or cross opportunities, and preventing margin erosion with ease. However, attempting price management with internally developed spreadsheets and database tools will no longer provide a competitive edge for your business. Price management in Microsoft Dynamics 365 provides organizations with the ability to handle more complexity in their pricing. It gives you the power to use a combination of discount-based components, such as dollar or percentage off based on volume breaks or total spend, and upcharge components like freight charges. With pre-planned price discounts already entered and setup in Microsoft Dynamics 365, a Salesperson no longer have to rely on remembering what discounts are available and when they can apply them. Trade agreements or price management function in Microsoft Dynamics 365 also reduces the amount of time that the team spends on pricing administration. Any changes to your pricing rules or promotional and customer pricing, can be made quickly and are applied immediately using the data management function of export and import while the team simultaneously can work on other things when the pricing sheets are getting imported. Trade agreements/Price management in Microsoft Dynamics 365 includes below features –

- Specific Customer/Vendor based pricing.
- Customer/Vendor group pricing.
- Pricing based on combination of specific Item – specific Customer/Vendor.
- Pricing based on Item/Product dimensions like Configuration, Style, Size and Color.
- Site/Warehouse/Branch wise pricing.
- Unit based pricing
- Quantity based pricing.
- Tier based pricing.
- Discount based pricing – Simple discounts, quantity discounts
- Percentage discount or specific amount discounts.
- Currency based pricing.
- Pricing for specified validity period.



Finance and Operations

Inventory ▾ Attribute-based pricing details Edit selected lines Options 🔍

View trade agreements | D0004: HIGHENDSPEAKER

Filter

| Relation      | Currency | Party code type | Account selection | Product code type | Item  | Configuration | Site | Warehouse | Unit | From date | To date    | From   | To     | Amount in transaction ... |
|---------------|----------|-----------------|-------------------|-------------------|-------|---------------|------|-----------|------|-----------|------------|--------|--------|---------------------------|
| Price (sales) | USD      | Table           | US-002            | Table             | D0004 | 000005        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 1.00   |        | 1,200.00                  |
| Price (sales) | USD      | Table           | US-002            | Table             | D0004 | 000005        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 10.00  | 100.00 | 1,180.00                  |
| Price (sales) | USD      | Table           | US-002            | Table             | D0004 | 000005        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 101.00 | 200.00 | 1,170.00                  |
| Price (sales) | USD      | Table           | US-002            | Table             | D0004 | 000005        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 201.00 |        | 1,150.00                  |
| Price (sales) | USD      | Group           | 09                | Table             | D0004 | 000005        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 1.00   |        | 1,220.00                  |
| Price (sales) | USD      | Group           | 09                | Table             | D0004 | 000026        | 1    | 13        | ea   | 1/1/2021  | 12/31/2021 | 1.00   |        | 1,230.00                  |
| Price (sales) | USD      | Group           | 09                | Table             | D0004 |               |      |           | ea   | 1/1/2021  | 12/31/2021 | 1.00   |        | 1,210.00                  |
| Price (sales) | USD      | Group           | 09                | Table             | D0004 |               |      |           | pcs  | 1/1/2017  |            | 1.00   |        | 1,210.00                  |
| Price (sales) | USD      | All             |                   | Table             | D0004 |               |      |           | ea   | 1/1/2017  |            | 1.00   |        | 2,000.00                  |

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Customer name: Contoso Retail Los Angeles

Product name: HighEndSpeaker / High End Sp...

PRICES: Price unit: 1.00, Price charges: 0.00

PERCENT: Discount percentage 1: 0.00, Discount percentage 2: 0.00

DELIVERY: Lead time: 0

Working days:  No,  Yes

Disregard lead time:

CURRENCY: Include generic currency:  No,  Yes

**Trade agreements/Pricing management in Microsoft Dynamics 365**

## About Unify Dots

UNIFY Dots helps you connect the Dots by providing solutions that enable digital transformation. Unify Dots specializes in Unify Dots specializes in Project Operations, ERP, CRM, Customer Engagement, Field Service, Human Resources, Talent Management, Ecommerce and Point of Sale solutions.



Unify Dots has local presence in Asia Pacific, Australia, New Zealand, Europe, North America and operate in a global scale with a local touch. Unify Dots is also committed to improving the world and has pledged donating at least 25% of its profit towards the case of helping educate children from low-income families in developing countries.

### Contact Unify Dots

Email us at [info@unifydots.com](mailto:info@unifydots.com) to get more information on implementing Microsoft Dynamics 365 Supply Chain Management or contact us by calling one of our office locations or visit us at <https://unifydots.com>

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