Terillium
We deliver the vision

About Terillium

Terillium is a business system integration consulting firm. We enable companies to gain a competitive edge through technology and process improvements. Our typical clients are manufacturing, distribution, and asset intensive companies with complex requirements yet needing rapid, lower-cost implementations. Our years of experience, proven success, and focus on client satisfaction ensure a streamlined process and cost effective solution.

For more information, visit www.Terillium.com or contact Matt Lesseuer, Vice President of Sales at (513) 621-9500.

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Advanced Distribution Implementation Model

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The Challenge

Businesses in today's Distribution industry face several challenges. Supply chain costs and increased competition can affect profit margins and require the most efficient supply chain management. Effectively managing inventory, warehouse automation and labor efficiencies can be a nightmare with an outdated or non-integrated system. Transportation and freight planning must be controlled and optimized. Customer demands that include shipping penalties for errors or delivery delinquency require precise customer relationship management capabilities.

The Solution

Terillium's Advanced Distribution Implementation Model (ADIM), is Oracle's JD Edwards EnterpriseOne ERP, configured for the distribution industry. Simply put, ADIM is a methodology, a configuration and a set of collateral that provides immediate value upon install. Instead of starting with a "blank white board," you get a working, go-live tested system that is ready for training, testing and personalization. ADIM is built on industry best practices and backed by Oracle's world class software and technology; but the solution is not a rigid template. One of the exclusive features of ADIM is its capability to adapt to your business with personalization options to fit unique processes. Terillium's premiere experience with EnterpriseOne and the Distribution industry will guide you through the personalization process, enabling an even closer match to your business.

With the JD Edwards EnterpriseOne product, the system is completely integrated, allowing you to manage customers, orders, suppliers, inventory, (and more) all from one location. This provides a single source of information delivery, simplifying reporting and analysis for all levels of an organization.

The unique characteristics of the Distribution industry are addressed within ADIM, eliminating the need for a specialized software package. ADIM contains setup and configuration that accommodates:

- High Transaction Volume
- Warehouse Automation
- Transportation and Freight Management
- Delivery Documents
- Complex Sales Relationships
- Sales Force Automation
- Returns
- Credit/Collections Management
- Purchasing RFQ/RFI
- Receipt Routing
- Forecasting and Planning
- EDI
- Complex Order Rules
- Regulation and Compliance
- Vendor Managed Inventory
- Advanced Cost Accounting
- Advanced Pricing
- Dashboards and Business Intelligence
- Service Order Management
- Case Management

- **Methodology:** Terillium's Accelerated Implementation Methodology provides customers with a pre-defined scope to reduce the project risk while transforming team members into internal experts, capable of supporting and enhancing the solution.
- **Configuration:** A solution built on leading practices from some of the most admired Distribution organizations in the world, enhanced with Terillium's deep experience in the Distribution industry.
- **Collateral:** ADIM collateral includes business process documentation, test scripts as well as training videos for all major modules, personalized for your organization.

The Benefits

- Value Upon Install
  - Working System for Training
  - Evaluate Future State in the Software
  - Process Flows, Testing Scripts, Training Videos
- Lower Cost
  - Shortened Implementation Duration
  - Clearly Defined Project Scope
  - Balanced Mix of Consultants and In-House Business Experts
- Leading Practices
  - Oracle's Distribution Leading Practice Model
  - Enhanced with Terillium's Industry Expertise
  - Flexibility: Adapt When You Can't Adopt

ADIM – What's included?

Address Book
- Manage Customer and Supplier Accounts
- Advanced Customer and Supplier Reporting Codes
- Contact Management
- E-Mail, Phone, Fax, and Profile Information

General Accounting
- Chart of Accounts
- Reporting Codes
- Journal Entries
- Integrity reports
- Income Statement
- Balance Sheet
- Expense Management
- Fixed Asset Accounting
- Multi Currency
- Multi Company, Multi Branch
- Compliance Management

Accounts Payable
- Voucher Entry
- Manual or Auto Check Processing
- 1099 Processing A/P Reporting

Customer Relationship Management
- Lead/Opportunity Tracking
- Manage Sales Force
- Case Management
- Warranty Management

Requirements Planning
- Forecasting
- DRP

Accounts Receivable
- A/R Invoicing
- Collections Management
- Aging Reports
- Statement Reminder Processing
- A/R Period End Processing A/R Reporting

Procurement
- Stock Purchasing
  - Blankets
  - Quotes
  - PO's
  - Direct
- Non-Stock Purchasing
- Expense Purchasing
- 2 & 3-way Voucher Matching
- Supplier Performance
- Receiving
- Reporting

Sales Order Management
- Sales Orders
- Quote Orders
- Blanket Orders
- Retail (POS) Orders
- Pre-defined Order Process Flows
- Advanced Pricing (Discounts, Rebates, Accruals)
- Availability, Allocations, and Backorder Management

Lite Manufacturing
- Work Center and Departments
- Routing
- Bill of Material
- Kanban

Transportation Management
- Shipment Consolidation
- Load Building
- Dock Scheduling
- Manual Routing and Rating
- Shipment Charges Passed To Sales Orders
- Shipping Documents
- ASN Generation
- Delivery Confirmation

Inventory Management
- Stock Inventory
- Non Stock Inventory
- Multi Site, Multi Branch Inventory Management
- Unit of Measure Conversion Factors
- Locations and Inventory Balances
- Lot Control
- Kits
- Adjustments
- Cycle Counts
- Manage Inventory Obsolescence
- Supplier Item Pricing
- Customer Item Cross Reference

Technology
- Support for Multiple Database and Operating System Platforms
- Easy to Use End User Reporting Tool: BI Publisher
- Dashboards with Pre-Built Analytics
- Preconfigured User and Role Based Security
- Preconfigured Workflow