

Fast Moving Consumer Goods
Your Business. Our Passion.



The market is competitive

The Goal:

Achieve high levels of **profitability** and **growth**

The Need:

Complete and **adaptable** industry solutions

The Solution:

Highly **efficient** processes at low costs

Staying Ahead of the Game

The fast moving consumer goods and distribution industries collectively face tough demands from a fragmented consumer base that expects variety, competitive pricing, and quality.

There is a need to streamline internal processes while operating on razor-thin margins. Other challenges come in the form of:

- A multitude of product lines
- An extensive and evolving customer base
- Efficient delivery systems
- A successful tele-order taking process

Evolution is critical

To adapt to these changes, organizations must be able to:

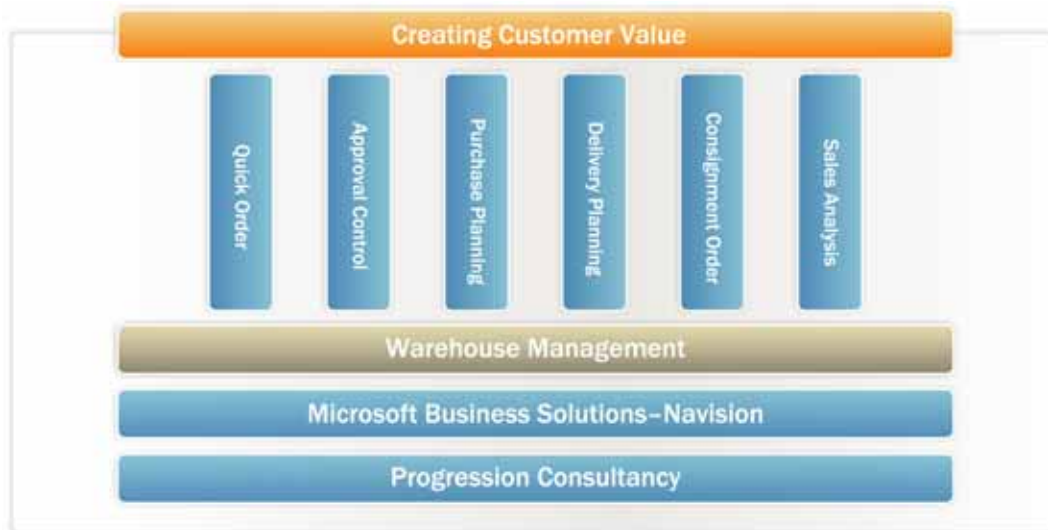
- Handle and manage commodities, complex distribution centers and delivery fleets
- Streamline internal processes and leverage on strategic assets
- Optimize data to make informed decisions
- Collaborate with channel partners

How we can **serve** you

Progression Consultancy is the added advantage

Success is measured by tangible results. With Progression Consultancy, you will see:

- **More flexible, integrated solutions focused on the ability of all employees to act on line-of-business information.**
- **Dramatically improved labor productivity, especially in sales, tele-sales and warehouse operations**
- **Improved cash flow by implementing a credit control policy**
- **Reduced picking and delivery errors through system assisted 'picks' and 'put away' process**
- **Improved sales by implementing more targeted marketing derived out of the sales statistics**
- **Reduced obsolete stock through improved demand planning and replenishment**
- **Improved customer service by avoiding out-of-stock situation through improved demand planning**



We Can Help You:

- **Streamline the Supply Chain Process** – Your business must have a lean management system that focuses on value flow and transparency
- **Exercise Adaptability** – The ability to adapt to market changes as they happen
- **Improved Order Taking Processes** – Our system offers a highly efficient way of managing and processing large volumes of orders
- **Streamline Sales and Credit Control Policies** – A built in credit control policy helps check customer orders against their credit history and payment status
- **Improve Purchase Planning Tools** – This system automatically analyzes the economic order quantity, in order for you to propose a more efficient purchase plan
- **Enhance Warehouse Management Functions** – An efficient warehouse management system is crucial to avoid blockages, excess stock taking, and wastage
- **Implement Multi Dimensional Analysis and Reporting Tools** – Using advanced analytical business intelligence tools to efficiently re-arrange all sales data



Take the **next** step

Progression Consultancy's Customer in the FMCG Industry



Microsoft® Business Solutions–Navision®

Microsoft Business Solutions–Navision gives the freedom to focus on your business by providing an efficient way to streamline your business and increase productivity.

Microsoft Navision lets you replace your existing system with a single fully integrated solution that connects everyone in your organization to your customers, suppliers, and partners through the Internet anytime, anywhere. That is why more than 40,000 companies in over 130 countries use Microsoft Navision every day.

Why Progression Consultancy?

Together with possessing more than 100 application implementations and a proven track record, Progression Consultancy offers:

- **Customers business process improvement advice**
- **Tailored solutions to your unique business process needs**
- **Solutions built using Microsoft Business Solutions specifically for the fast moving consumer goods and distribution industry**
- **Extensive industry experience with 1 out of 5 Microsoft Navision fast moving consumer goods and distribution implementations in Singapore**

Progression Consultancy's strong IT service background provided a strong foundation from which to evolve to a consultancy focused on providing specialized solutions for the fast moving consumer goods and distribution industry.

Its powerful industry solutions enhance business-critical functions without being burdened by the complexities of a large inflexible system. The agility and ability to change and to extend current investments remains the key to face market challenges.

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www.progression.com.sg

Learn more about Microsoft Business Solutions at
<http://www.microsoft.com/BusinessSolutions>

Ask our customers

"MBS Consumer Goods Distribution Solution allows us to implement the online sales and credit control policy. This allows us to maintain a healthy cash flow with good payment collection record, at the same time, it does not deter the relationship between customer service/sales person with the customers."

— *Operation Manager,*
Freshening Industry

