DXC Process Industries Solutions

DXC Advanced Customer Approval

Optimize sales and fulfillment processes with advanced customer approval.

Advantages

- Optimize processes for sales orders, sales quotations and sales agreements

- Base item selection on comprehensive product- and customer-specific information

- Comply with corporate and customer requirements, agreements and policies

- Fully document your sales and fulfilment conditions with your customers

- Integrate complex pricing logic into the sales process

With complex product portfolios, exclusive customer and private-label agreements, and tight import and export rules, it is critical that you are in full control of which goods you are selling to which customers. DXC Advanced Customer Approval for Microsoft Dynamics 365 delivers capabilities that allow you to define which customers and countries you can sell individual items to, and under which terms and conditions.

Get full control of your sales and delivery conditions

Without sufficient overview and control, you run the risk of fulfilling customer orders with items that are unsuitable. For example, individual items could be produced as part of another customer's private-label agreement. Or the items could require export or distribution approval based on the customer's country or region. You may also have your own preferences around which of your locations you deliver the items from, and at which price.

DXC Advanced Customer Approval lets you fulfil customer orders with confidence, based on information such as:

- Customer's country or region
- Item manufacturer and manufacturing site
- Expected end-customer destination country
- Your own site and warehouse preferences
- Time period in which the order is to be fulfilled

Each combination of the above can be assigned a unique "ACA ID," to ensure that only valid options can be selected when fulfilling customer orders for a particular item.

You can also define a specific "Primary ACA ID." If defined, this combination of parameters will be used as the default in the sales order process if multiple IDs exist that could meet the specific request.

![DXC Technology logo]

Features

- Built for Microsoft Dynamics 365 Supply Chain Management
- ACA ID definition for individual items
- ACA ID definition for individual customers, or for multiple customers with shared parameters
- Auto selection of Primary ACA IDs
- Inclusion of ACA information in, for example, sales order lines and printed documentation
- Filtering to show only approved ACA IDs in the quotation, agreement and order process
- Trigger warnings, or blocking of sales order line creation for non-approved customers
- Approved customer list by item and approved item list by customer

Help ensure compliance with a flexible approval framework

A flexible approval framework helps ensure that only approved ACA records can be used in the order and sales process. You can limit drop-down menus to show only approved sales options for items, generate warnings if an unapproved combination of parameters is selected and block sales order generation for inappropriate items.

Fully document your sales conditions

DXC Advanced Customer Approval automatically includes ACA ID information when creating and printing sales order lines, sales quotations and sales agreements. This allows you to fully document the conditions under which these have been created and helps ensure that you are meeting corporate and customer requirements, agreements and policies.

Inform and guide your purchasing processes

If both DXC Advanced Customer Approval and DXC Advanced Vendor Management are installed in your environment, then information from the relevant Advanced Vendor Management ID will be available to support the creation of purchase order lines that have been created using an ACA ID.

DXC and Dynamics 365 – all you need from one experienced partner

DXC Technology is a leading, global Microsoft Dynamics 365 partner. With a strong ERP and CRM foundation, and deep IT capabilities, we offer expert help on everything from infrastructure, hosting, support and service to management and process consulting. Our experienced consultants can help you find solutions that address current challenges and enable future plans.

Learn more at **dxc.com**

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About DXC Technology

DXC Technology (NYSE: DXC) helps global companies run their mission-critical systems and operations while modernizing IT, optimizing data architectures, and ensuring security and scalability across public, private and hybrid clouds. The world's largest companies and public sector organizations trust DXC to deploy services across the Enterprise Technology Stack to drive new levels of performance, competitiveness, and customer experience. Learn more about how we deliver excellence for our customers and colleagues at www.dxc.com.