



o p t i m i z e
AFS RETAIL

Based on the powerful, SAP Business All-in-One ERP application, the Optimize AFS/Retail Solution — offered exclusively by Optimal Solutions — delivers specialized industry functionality that fully support the key processes of companies that specialize in meeting consumer demands for apparel and footwear.

This turnkey solution addresses all facets of this specialized market, including finance, sales order management, purchasing, manufacturing, and supply chain management.

In developing its business management solution for AFS/Retail stores, Optimal relied on the experience of more than 82,000 implementations, performed over a 35-year period. The result is a fixed-cost, fixed-scope business management solution that reduces risk and accelerates time to value as you quickly address your most immediate challenges.

Optimal's AFS/Retail solution also features SAP BusinessObjects business intelligence to measure the effectiveness of business operations and take immediate corrective action as it becomes necessary to ensure ongoing improvement in how your business is conducted.

Fashion Waits for No One, Go to Market with AFS/Retail

On the cable TV reality competition, Project Runway, host Heidi Klum would tell design contestants, "In fashion, one day you're in and one day you're out." Likewise, manufacturers of apparel and footwear can find themselves on the outside looking in if competitively priced, attractive fashions aren't on store shelves within the relatively narrow window of time that consumers are looking to buy.

Fortunately, Optimal Solutions has developed a business management package — based on the powerful, SAP Business All-in-One ERP application — that addresses the unique concerns of the apparel and footwear industry in the fast-changing and frequently fickle fashion market. From attaining maximum efficiency in all aspects of the production process, to meeting the challenges of seasonality, global sourcing and product allocation, Optimize AFS/Retail (apparel and footwear solution for the retail market) provides the comprehensive business management advantage your company needs to succeed in this fiercely competitive market.

Always in Style: Efficiency in Business Operations

Optimize AFS/Retail addresses all logistical considerations of your business while also seamlessly integrating financial and supply chain elements to provide vital up-to-the-minute information at the punch of a button. As a result, you're enabled to most efficiently manage your business operations from beginning to end with support for:

- **Order Management and Fulfillment** – Processing and scheduling, and allocation
- **Shipping and Transportation** – Billing capabilities, logistics information systems
- **Sourcing (inventories and supplier relations)** – Overviews, purchase requisitions, quotations and purchase orders
- **Multi-level contracts** – Inventory management, invoice verification
- **Special Business Processes** – Warehouse management
- **Production** – Planning and control, sales and operations planning, demand management
- **Material Requirements Planning** – Bill of materials, capacity planning, and production orders
- **Product control** – Overviews, split valuation, product costing (apparel and footwear materials), profitability analysis

From sourcing silkworms in China, to a final destination in a gift-wrapped package, Optimize AFS/Retail helps your company be a best-run business every stitch in the trail!



Better Manage Product Lines In Keeping with the Seasons

Included in Optimize AFS/Retail is functionality that enables you to maintain the entirety of your SKUs, quickly and easily, even as styles change from season to season and volume demands rise and fall. A special format has been devised to handle the large volume of data that allows for effective control for style, color and size production levels, with characteristics individually defined for every customer and product. You'll stay in step with retailers as they rotate stocks throughout the year.

Additionally, you can specify product characteristics by category (i.e., quality level, customer segments, and countries of origin ... etc.) to produce your apparel or footwear products in time to arrive where and when demand is the greatest.

With the Optimize AFS/Retail Solution, your company will enjoy the advantage of a flexible foundation for almost limitless growth and expansion. Have your business looking its best with business management designed by Optimal Solutions and SAP.

Optimal: The Gold Standard in Industry Excellence

As an award-winning SAP consulting partner, Optimal works seamlessly with SAP to provide our clients with optimized SAP solutions based on a unique combination of SAP expertise and deep industry experience. Our exclusive SAP focus makes Optimal the partner of choice for a growing number of Fortune 1000 companies, midsize enterprises, small businesses and government organizations worldwide.

You'll find that Optimal lives up to its reputation for delivering comprehensive, fully integrated SAP solutions on-time, on-budget and on the platform best suited to your needs. That means giving you flexibility and options that make it easy to evaluate, purchase, implement and grow with the Optimal solution designed for your unique industry demands and opportunities.

Optimal's entire organization is dedicated to helping you realize the greatest possible near- and long-term value from your SAP investment — an investment that we are confident will pay off for you now and for many years to come.



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Reliably and Expeditiously Move Information and Goods Across the World

Faced with cheap imports, and tough competition squeezing profit margins, apparel and footwear companies have found it necessary to adapt by integrating global sourcing and contract manufacturing into their overall production and marketing strategy. Optimize AFS/Retail aids this effort with support for such activities as:

- Tracking in-house or contract production at both foreign and domestic sites
- Planning and confirming product and delivery dates and quantities
- Managing fluctuating exchange rates

Allocate All or a Part of Your Shipments by Vendor

Optimize AFS/Retail can automatically assign incoming goods receipts to open contract release orders to ensure smooth, on-time delivery. This allows you to reserve allocated stock at the start of the season and then have it transferred to fulfill orders as they arrive. (You may wish to give high priority to the orders of your best customers and distribute the remaining stock among the remaining retailers.) And because orders are only released for shipment when they meet customer or business rules on fulfillment, you'll only be making deliveries that your customers will accept, avoiding potentially costly chargebacks while increasing customer satisfaction and sales.

