



NAV

Microsoft  
Dynamics

# Mercurius TailorMade

A tailor-made ERP solution for the Fashion & Apparel industry, built on Microsoft Dynamics NAV.

Working with Mercurius really helped us think about how we could improve our business. Their solution has addressed many of the problems we faced and has made a real difference to our business productivity; ultimately helping our bottom line.

**Prateek Banthia, Director, Memo Fashions**





## A Dynamic Industry

Émile Zola wrote of the rise of the grand magasin in Paris as the revolution of 19th Century retail.

Now, luxury flagship stores are pioneering innovative retail experiences from live performance to interactive mirrors, all powered by cutting-edge technology.

## Industry Solution

We have worked with many Fashion & Apparel businesses, from Manufacturers to Wholesalers to e-retailers, over many years and have developed Mercurius TailorMade as a specific platform to provide the functionality you need to run a successful business in today's competitive environment.

### THE CHALLENGE

**Fashion is becoming faster than ever.**

Instead of the traditional two seasons per year, fashion houses are now turning out pre-collections and capsule collections alongside their main lines and retail stores are turning over stock every six weeks in an attempt to feed a constant appetite for consumerism.

This puts pressure on the whole supply chain from textile manufacturers to point-of-sale and means manufacturers, wholesalers, retailers and e-retailers are more reliant on accurate information than ever to streamline their operations.

### THE SOLUTION

**In an age of digital innovation, resource management is not a place businesses can afford to fall down.**

Microsoft Dynamics NAV is an ERP (Enterprise Resource Planning) solution giving businesses in the Fashion & Apparel industry control over their inventory, procurement, sales and financials as well as providing them with accurate data through Cortana Intelligence advanced forecasting to make educated decisions.

Mercurius TailorMade manages the complex matrix required for the Fashion industry effortlessly, simplifying Product Data Management (PDM) and accelerating the creation of Sales Orders, Purchase Orders and Bills of Material. It is also able to harness multiple size systems and switch between them instantly.

Most importantly, TailorMade is fully customisable to the requirements of your business, meaning you can harness the power of the capabilities you do need while removing the hassle of those you don't.

### KEY FEATURES

- ✓ Colour-size matrix
- ✓ Product Data Management (PDM)
- ✓ Product Lifecycle Management (PLM)
- ✓ Size conversion
- ✓ Critical path
- ✓ Advanced forecasting
- ✓ Bill of Materials (BOM) management
- ✓ Warehouse management
- ✓ Supply chain integration
- ✓ Business Intelligence
- ✓ Omnichannel integration





## COLOUR-SIZE MATRIX

**Effortlessly manage product data by combining variables such as size, fit and colour to form one variant with one variant code.**

Traditionally, most ERP systems would require you to store each variation of a product as a separate item. With matrix functionality, you can store your inventory in a matrix format, keeping all variants of the same product under one item with one item code. In much the same way, you can enter all variants of an item on one line when creating a sales or purchase order.

## EXPEDITED ITEM CREATION

**Easily create new items on the fly with item creation tools.**

As is the nature of your business, you'll likely have hundreds or thousands of SKUs with new products added on a regular basis. When creating a new item, use item templates to apply default values or copy details from an existing item to speed up the process.

## AUTOMATIC SHIPPING COST CALCULATION

**Take the guesswork out of shipping costs.**

Your ERP system likely already knows the weight of your items and the weight of a carton, as well as how shipping costs vary by weight. Leverage this knowledge to automatically calculate shipping costs as you go.

## SIZE CONVERSION

**Use multiple size systems and easily switch between them.**

Store your products under UK, EU or US sizing and allow your customers to find their perfect fit by converting between all three.

## PRODUCT IMAGE GALLERY

**Show off your products from every angle.**

Add multiple images to each of your items to show your products at their best or demonstrate the different colours and fits available.

## OMNICHANNEL INTEGRATION

**Give your customers an effective omni-channel experience.**

Integrate your webstore, sales portal or point of sale system to get a full, up-to-date view of your inventory across channels. Offer click and collect and allow customers to check store availability from the comfort of their own homes.

Available integrations include:

- ✓ Magento
- ✓ Shopify
- ✓ Shopware
- ✓ WooCommerce
- ✓ NP Retail & NP Ecommerce
- ✓ Vend
- ✓ Microsoft SharePoint





## OUR CLIENTS

The Fashion and Apparel industry stretches across Manufacturing, Retail, Ecommerce, Wholesale and Distribution with some businesses encompassing all five and others focusing on just one area of expertise. Our clients come to us from across the board, so we understand that each business has individual needs and there is no "one size fits all".

### Rapid turnaround

Memo Fashions' key selling point is their ability to turn product around from design to delivery within 8-10 weeks. They now use Mercurius TailorMade to manage the end-to-end process, ensuring that they meet demand and deliver on time.

### Real-time inventory

One of our customers, a manufacturer of luxury apparel and nightwear, have one shop in London but mostly sell online via their ecommerce store. They use TailorMade to get real-time inventory across their shop and webshop.

### Product management

We work with one of the UK's leading suppliers of workwear clothing, who supply many of the country's largest businesses with their uniform requirements. They manufacture to order with custom logos and graphics and sell in bulk to corporate organisations. They use Mercurius TailorMade to manage their unique and complex set of SKUs, giving them an in-depth understanding of their inventory at all times.

### Global distribution

Another of our customers is a UK-based importer and wholesaler of women's fashion. They sell in bulk via their website and ship orders across the globe from the Americas and the Far East to right at home in the UK. They use TailorMade to manage both procurement and inventory, covering their whole end-to-end process.

## Overall Key To Success

Through a close working relationship with Mercurius IT, our customers have been able to harness market-leading Microsoft technologies to build an industry-tailored solution that supports their unique supply chain.

Microsoft  
Partner



Silver Enterprise Resource Planning

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