



// itSuitsFashion for private label companies

The process in a private label business is different from regular fashion brands and wholesalers, because sales- and purchase orders are being processed one on one. In the ERP solution itSuitsFashion Private Label, all styles and contracts can be monitored and managed within one single dashboard.

The way a private label company works is significantly different, because everything is based on the style or contract with customers. Based on this style or contract, the sales- and purchase order are made, the production is done and the delivery to the customer takes place. The dashboard keeps all documents and entities which are linked to the contract together and ensures that no unnecessary delays occur in the process.

itSuitsFashion Private Label is the Microsoft Dynamics NAV based ERP solution, which is optimized for private label companies in fashion. It connects people, processes and information and thus gives employees the tools and understanding they need to do their jobs best, highly increasing their personal effectiveness and efficiency. This makes itSuitsFashion Private Label a strong and important strategic tool for private label companies in fashion to realize business goals.

// itSuitsFashion Private Label for financial management professionals

Key to your company's business success is capable financial management. By constantly monitoring your business's performance, the finance department can compare this to the financial targets and keep other departments up-to-date on their performance. In the fast moving world of fashion, accuracy, timing and real-time information are critical to your company's success. To deal with these daily challenges, financial managers can rely on itSuitsFashion Private Label to help eliminate human error, speed up processes and improve analysis and financial forecasting.

You are the one responsible for your company's financial plans. Therefore, you need to know at any time where the company stands and where you are heading. You need to be aware of all financial events and conditions that might affect the business. You have to understand where the company's strengths and weaknesses are from a financial standpoint, so the CEO and business unit managers can make strategic decisions.

The most important features in itSuitsFashion Private Label are the tools that simplify data analysis and reporting, such as dashboards presenting KPI's. With timely and accurate data readily available to you, you spend less time gathering information and more time helping the company grow into new opportunities.



// itSuitsFashion Private Label for sales professionals

For your sales team it is important to have the most accurate company data available to them, including up-to-date product information, pricing, stock levels and customer information. The success of the sales department largely depends on immediate access to this essential information. By making the information readily available, itSuitsFashion Private Label gives your sales team a strategic advantage. In this way, they can respond to customer needs.

For you as a sales manager it is essential to have a solid team and build strong customer relationships. itSuitsFashion Private Label makes it easier for you to monitor the progression of your sales team and your current sales performance. With the up-to-date data which itSuitsFashion Private Label translates in clear information overviews, you can quickly respond to sales issues. Besides that, you can provide better pricing and you can track individual and team performances. You always know how your sales team performs.

// itSuitsFashion Private Label for purchasing professionals

To meet your customers' needs, tight control of purchase orders and maintaining an optimal inventory are essential. The many variables in the purchasing processes in the fashion industry make your tasks complex. With itSuitsFashion Private Label you have the tools you need to control and keep track of every step in the purchasing process.

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// itSuitsFashion Private Label for customer service professionals

The success of a business relies on having and maintaining satisfied customers. Good customer service depends largely on the ability to help resolve issues at first customer contact. Your customer service employees therefore need to have the most accurate company data and customer information available.

The customer service team is the first point of contact for questions from customers and the sales team. If a customer has a question, itSuitsFashion Private Label provides you of all needed information, such as customer history, orders and invoice statuses. itSuitsFashion Private Label is crucial for you to do your job well and to let you help your company maintain a good customer relationship. You know exactly what you said the last time you spoke to the customer, because it's all in the customer record. With the complete customer data conveniently on your screen, nothing falls through the cracks.



// itSuitsFashion Private Label for warehouse professionals

By handling goods on time and providing the best possible customer service, the people at the warehouse can highly contribute to increasing profit. The handling of incoming goods and the delivery process need to be as efficient as possible. To achieve this, close cooperation with the Purchasing and Administration departments is essential. itSuitsFashion Private Label operates as a single source of shared data and processes for materials, production, delivery and revenues, to help those departments increase the company's success together. In the warehouse, reception and delivery of goods can be handled by barcode scanning.

You need to ensure deliveries arrive in time and that the sent goods are according to what your customers have ordered. With the outbound warehouse planning and the credit control functionality in itSuitsFashion Private Label, you have all relevant information about customers available, while it sets priorities for the deliveries you will send out.

The handling of incoming goods is also of great importance. An incoming shipment may have items you need to complete for an outbound shipment. With the inbound warehouse planning in itSuitsFashion Private Label, you already know when and what will be delivered. If you know an incoming shipment contains articles you need for an outgoing shipment, you can immediately unpack it. Furthermore, itSuitsFashion Private Label enables you to ship multiple orders in one container or truck, so you keep this process as efficient as possible. At the end of the day, you know that as much has been shipped as possible and that the warehouse is in order.

// What customers say: The Shirtmakers

The Shirtmakers is a private label company which has experienced a big growth. It was a huge challenge to keep the growing orderflow clear and manageable in an ERP system for regular fashion companies, while dealing with the specific company processes of a private label company.

Liselotte Mak, Finance Manager at The Shirtmakers: "Our new ERP solution contains a dashboard which keeps all documents and entities which are linked to the contract together. This makes that working with many contracts -which is typical for our industry- is better manageable and a lot more clear."

"The connection between purchasing and selling orders works great and our reporting options have significantly improved. All information is easily accessible through one dashboard. Determining sales, profit etc. per customer or collection is a lot easier now. No unnecessary delays occur in the process anymore, because we have information faster on orders and possible bottlenecks."

"Our users sometimes have to get used to the new system a bit. They have to convert from a regular fashion ERP system to an ERP solution which is specifically designed for our business, meaning that all handlings start from the contract with the customer. But everyone notices that the communication flows a lot better, because we are all working with the exact same data. And secondly, more records are entered in the solution so that the necessary information is accessible for the entire company. In particular capturing information on transports is extremely useful!"



// The benefits of itSuitsFashion Private Label

// About us

itSuitsFashion is a beautiful fashion management solution of Total Concept Group. This Microsoft-partner, based in IJsselstein (Utrecht), The Netherlands, is specialized in the design, implementation and support of integrated business solutions for the fashion industry (wholesale, private label and retail).

Facts & figures about Total Concept Group:

- 3 locations
- 60 employees
- 25 partners worldwide
- Experienced and certified professionals
- Total supplier for the fashion industry. From ERP, BI and retail to e-commerce. From one database.

// Complete fashion solution

We work together with several complementary partners to provide a complete fashion solution. Please feel free to contact us for more information.

- Design and production
- Mobile sales
- Document management
- Management information
- Retail
- E-commerce

In the fashion industry it's all about margins and a short time to market: the collection has to be available to customers as quickly and cost efficiently as possible. And efficiency in fashion depends on a smooth flow of information, which makes a good management solution essential to companies in the fashion industry.

> Turn data into business value

Understanding your business data is an import part of running a successful business. itSuitsFashion Private Label enables you simply to turn your data into value for your company. It visualizes your processes, gives you quick insight in your performance and helps you and your colleagues prioritize work.

> Agility and insight

Many companies in the fashion industry reach a tipping point where the very tools that supported their business growth begin to hinder their ability to act with agility and insight. itSuitsFashion Private Label is a fashion management solution which connects your people, processes and systems, all from one place.

> More productivity

itSuitsFashion Private Label is so much more than an ERP system. This fashion management solution is made to support the processes in private label companies and works seamlessly with

many familiar Microsoft tool and products, so you and your people use the programs you already know to bring data to life.

> Better teamwork

Business success is dependent on people working together with all kinds of different information. People that work with itSuitsFashion have all relevant information at their fingertips and can collaborate more effectively with colleagues, customers and suppliers.

> Want to know more?

Please feel free to contact us for more information or a free demo.



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Fashion Wholesale ERP software

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