



## Demand Management

*Managing demand in a distribution-based go-to-market model. It delivers order-to-invoice, returns management and distributor management that supports industry-specific requirements as well as distribution-based requirements. For companies that sell through distribution channels, it helps manage the distributor relationship, including managing price guarantees, credit management for sales to specific customers and stock rotation support.*

**STDORD-01002 - 1** Save Save & New Cancel

**Basic Information**

Line Number *	<input type="text" value="1"/>	Customer PO Line	<input type="text" value="1"/>
Marketing Part	<input type="text" value="ARGUS-270-T1 (ARGUS-270-1)"/>	Marketing Part Description	<input type="text" value="ARGUS-270-1"/>
Customer Part	<input type="text" value="Type or double-click for list"/>	Customer Part Description	<input type="text"/>
Part	<input type="text" value="400XPROQ"/>	Part Description *	<input type="text" value="400 GHz Proc version-X"/>
Is On Hold	<input type="checkbox"/>		

**Order Management (Parts).** Support for customer, marketing, & internal part numbers.

**Line Order Data**

Quote Doc	<input type="text" value="TR-5050861"/>	Quote Doc Line	<input type="text" value="1"/>
End Customer	<input type="text" value="Tensoft (Tensoft-US)"/>	Price List	<input type="text" value="Retail Price"/>
Currency	<input type="text" value="USD"/>	Unit Of Measure *	<input type="text" value="Each"/>
Unit Price *	<input type="text" value="1.4608"/>	Quantity *	<input type="text" value="100000"/>
Mark Down	<input type="text" value="0.025"/>	Cancel Quantity *	<input type="text" value="0"/>
Net Unit Price *	<input type="text" value="1.4358"/>	Net Quantity	<input type="text" value="100000"/>
Line Total	<input type="text" value="143580"/>	Shipped Quantity	<input type="text" value="0"/>

**Order Management (Pricing).** Support for distributor or design win based pricing – including quote match & end customer tracking.

**Shipping Details**

Ship To Business	<input type="text" value="Tensoft (Tensoft-US)"/>	Ship To Location *	<input type="text" value="PRIMARY"/>
Ship From Business	<input type="text" value="AMKOR-K4 (AMKOR-K4)"/>	Ship From Location *	<input type="text" value="PRIMARY"/>
Shipper Business	<input type="text" value="Tensoft, Inc. (Tensoft)"/>	Shipper Method *	<input type="text" value="DHL (Ground (3-5 Days))"/>
Shipper Account	<input type="text"/>		
Shipper Notes	<input type="text"/>		

**Order Management (Shipping).** Support for customer specific shipping accounts and instructions.

**BENEFITS**

**Increase Planning Accuracy**  
Judge and adjust your demand plan by comparing forecasts to the existing inventory at the distributors.

**Efficient Distributor Management**  
Manage distributor relationships like rebate management for sales to specific customers, managing price guarantees and stock rotation support.

**Broaden Visibility**  
Integrated point of sale data provides insights on sales to customers by distributors and the available inventory.

**Controlled Order Management**  
Leverage different order management flow models to best support multiple business scenarios. Supports NRE, VMI or vendor hub models and traditional orders.

**Streamlines Shipments**  
Shipping terms based on end customers including the ability to enter quotes, match multiple quotes on the same order, as well as quotes by line; and the ability to identify end customers on an order.

FEATURES OVERVIEW

*Booking, Billing and Backlog*

Includes built-in bookings tracking, billing and backlog reporting. This includes change tracking for bookings, and commit date change tracking for backlog. Automate what is usually a time consuming and painful process for most organizations.

*Distributor Inventory Tracking*

End customer level tracking. Updated from shipments, returns, and distributor reported point of sale (POS) data.

*Production Planning and Demand Management*

Backlog plus forecasts plus insight into distributor and channel inventory are key inputs into reviewing and judging your demand plan. We help put all of this together for you to best prepare the forecast for production planning.

*Returns Management*

Includes RMA to credit processes.

*Shipping Support*

Multiple shipment options available for Tensoft customers including shipper portal, integrated shipment (allowing supplier to do shipping separately) and quick ship model (simplified model to record outside fulfillment that is not integrated).

*Distributor Orders*

Distributor specific or end customer specific pricing, distributor shipping accounts and requirements.

*Ship & Debit and Price Guarantees*

POS end customer quote identification, match to distributor inventory, credit generation and invoice reset for price guarantees.

*Stock Rotation*

Integrated with returns management and includes matched or unmatched returns.

*Easy Integration*

Seamless integration with Tensoft cloud apps and Microsoft Dynamics ERP, including Dynamics 365.

*Sales Order Management*

Order to invoice options for various business models including traditional push/pull production, VMI and NRE. Consideration to SalesOps and production responsibility split.

\*Certain features may be in development for future release. Please inquire on product roadmap questions.

TENSOFT®

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