



## Who needs it

- Finance
- Retailers
- Distributors
- Software manufacturers
- International companies

Do more with your Microsoft Dynamics 365 software.

## Why you need it

Businesses need to manage all of their complex trade and billing relationships with ease.

Our software enables sales teams to focus more on customers and not pricing by providing pricing controls over the lifetime of an agreement. When a customer places an order for goods, Advanced Trade governs the pricing of the order based on past purchases. If the quantity of the order surpasses a contractual price break, the extension automatically modifies it to honor the pricing set within the trade agreement.

Advanced Trade & Pricing also expands the functionality of Dynamics 365 warehouse fulfillment and sales order processes. These added features enable merchants to automatically fulfill sales orders to ensure goods are delivered on time, and allow customers to place orders for goods filled regularly over time. Likewise, you can also generate orders based on a billing schedule, charging the customer a regular amount over time, or based on usage of goods.

## About Advanced Trade & Pricing

### Results

### STRENGTHEN CUSTOMER RELATIONSHIPS AND BOOST REVENUE

Red Maple's Advanced Trade extension enables companies to manage complex trade and billing relationships by expanding and improving the existing functionality within Microsoft Dynamics. You can accomplish more, exceed expectations and increase revenue.



- *Track all customers from orders to service contracts to warranties.*
- *Handle advanced and flexible pricing throughout the entire application.*
- *Meet advanced billing needs.*
- *Set up billing schedules and complex revenue recognition*

### ADVANCED PRICING

Advanced Pricing introduces enhanced D365 | AX 2012 features and capabilities necessary to handle complex computations and adjustments. It includes the flexibility to calculate pricing based on a range of methods (List price, lost plus, MAP, GSA, etc.) and contexts.



- *Calculate pricing based on list price, cost plus, buy one-get one offers, special pricing incentive fund, MAP, GSA and contexts.*

### RECURRING BILLING

For companies with more complex billing requirements, our Microsoft Dynamics 365 | AX trade management and billing extension goes beyond basic sales orders and projects to encompass subscription services. This advanced functionality includes the ability to create contracts and provide individual pricing, and mix and match delivery methods. Advanced Trade can also provide volume billing based on schedules and/or usage based agreements or established contract pricing.



- *Create and manage contracts with individual pricing.*
- *Mix and match delivery methods,*
- *Create volume billing based on schedules and/or usage-based agreements.*
- *Create billing based on established contract pricing.*

### REVENUE/EXPENSE RECOGNITION

Companies can also accrue and amortize revenue or expenses based on the sale or purchase of goods. For items that require revenue recognition after the sale, our Dynamics 365 trade management solution tracks and provides amortization journals to speed up the process. Likewise, VSOE or SOP 97-2 rules are covered out of the box.



- *Accrue and amortize revenue or expenses based on the sale or purchase of goods.*
- *Track and provide amortization journals for items that require revenue recognition after the sale.*

## HOW ADVANCED TRADE & PRICING WORKS

Advanced Trade and pricing allows you to simplify, enhance and expand your trade and billing functionality with advanced pricing, recurring billing and revenue recognition.

### Advanced Pricing

Calculate pricing based on a range of methods including list price, cost plus, BOGOs, special pricing incentive fund, MAP, GSA and contexts.

### Recurring Billing

Create and manage contracts with individual pricing, and mix and match delivery methods. This feature also provides volume billing based on schedules and/or usage-based agreements or on established contract pricing.

### Revenue Recognition

Accrue and amortize revenue or expenses based on the sale or purchase of goods. For items that require revenue recognition after the sale, our Dynamics 365 trade management solution tracks and provides amortization journals to speed up the process. Likewise, ASC 606 rules are covered out of the box.

## Get more out of Microsoft Dynamics 365

### RECOGNITION

For trade agreements to be effective, they must enable revenue recognition at appropriate times. With Advanced Trade for Dynamics 365 F&O, revenue accruals are generated directly from trade agreements to ensure revenue recognition occurs when you want it.

Companies can create amortization schedules and assign them to an individual trade agreement, creating a flexible financial schedule, or on a customer-by-customer basis. Businesses can also record revenues using the milestone or deliverables methods. This added flexibility ensures GAAP and Sarbanes-Oxley compliance no matter if you are recognizing revenue on an accrued or a deferred basis. For companies that have VSOE or FASB “performance obligation” requirements, you can even re-class entire orders for revenue recognition purposes.

## DIFFERENTIATORS

Our Microsoft Dynamics trade management and pricing software also has the ability to create amortization journals at regular intervals in order to recognize revenue that’s already arrived. It attaches each entry to a trade agreement so that both the financial and sales teams can accurately track the results of each order over the life of the contract.

### MANAGE

Companies can administer trade agreements through contracts. Trade administrators can manage individual accounts quickly and easily through a robust contract management interface, create contracts for a one-time sale or long-term sales agreements.

Within the contracts, companies can outline agreements that specify the products, prices, volume discounts, commitments and other terms and conditions that govern future orders. Orders placed against the pricing contract are automatically governed by the negotiated terms and do not require any manual lookup or processing, thus reducing overall administrative costs.

### IDENTIFY BUYING PATTERNS

Companies can negotiate customer purchase commitments for either the entire contract or for specific items in the contract.

You can also track accumulated order totals and compare them quickly and easily against contractual commitments. This added functionality enables sales teams and trade managers to proactively negotiate better deals based on customer buying patterns and notify customers of outstanding commitments well in advance.

### ENHANCE

Enhance automatic warehouse fulfillment and order processes to deliver goods on time.

### TRACK AND MANAGE

Comprehensive system to track and manage service contracts and warranties.

## FREQUENTLY ASKED QUESTIONS

**Q. Can we use Advanced Trade & Pricing with our current credit card processor?**

A. Yes. We know changing a financial relationship is hard and time consuming. That's why we [fully integrate with 15+ major credit card processors](#). Simple, easy, secure.

**Q. Do I have to host anything?**

A. No, it is all hosted in Microsoft Azure.

## Required Modules

Microsoft Dynamics 365 F&O | Microsoft Dynamics AX 2012

### OPTIONAL MODULES

Red Maple Chargeback Claims | Red Maple Advanced Credit Cards  
Red Maple Advanced Commissions | Red Maple Clever Division (U.S. Patent No. 10,853,818)

## Advanced Trade & Pricing

### A Microsoft Dynamics Trade Management Software Extension

## CONTACT RED MAPLE

Anyone can schedule a free demo.

- Call +1 830.280.0400
- Fill out a form and we'll contact you <https://www.redmaple.com/schedule-a-demo/>
- Email us at [info@redmaple.com](mailto:info@redmaple.com)

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## Key messaging

- Microsoft Dynamics 365 software can only take you so far. Red Maple's Advanced Trade and Pricing is for finance businesses, retailers, global corporations and software distributors who want a simple way to manage complex trade and billing relationships.
- This trade management software enables you to track contracts with all customers, from orders to service contracts to warranties, handle advanced and flexible pricing throughout the entire application, meet advanced billing needs, set up billing schedules and complex revenue recognition and more.
- More than 70,000 people worldwide use Red Maple software because they have excellent customer service and products.
- Advanced Trade and Pricing seamlessly integrates with Microsoft Dynamics 365 F&O and AX 2012.
- Choose the credit card processor you want to use. Our products fully integrate with more than 15 of the world's major credit card processors, so that you don't have to lose any time starting over.