

# Sunrise 365<sup>®</sup> Supply Chain and Retail Replenishment by Sunrise Technologies

for ERP for Fashion and Retail

Ted Rohm, Senior ERP Analyst // August 2019



## TEC CERTIFICATION REPORT

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# About This Report

**Product:** Sunrise 365® Supply Chain and Retail Replenishment

**Version:** 8.1.0.14

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**Certification by:**

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**Demonstration conducted by:**

Garrett Yentes, Solution Sales Specialist, Sunrise Technologies

Technology Evaluation Centers (TEC) is pleased to announce that Sunrise 365® Supply Chain and Retail Replenishment by Sunrise Technologies is now TEC Certified for online evaluation of ERP for Fashion and Retail solutions in the ERP Evaluation Center. The ERP Evaluation Center enables you to compare and evaluate functionality based on TEC's comprehensive model of ERP for Fashion and Retail software. Data used in the Evaluation Center are obtained from the vendor's responses to TEC's research questionnaire. Certification ensures that Sunrise Technologies has demonstrated Sunrise 365® Supply Chain and Retail Replenishment's support for specific real-world business processes chosen by TEC analysts, and that TEC analysts have analytically and comparatively reviewed research questionnaire data about Sunrise 365® Supply Chain and Retail Replenishment against known benchmarks.

# Sunrise Technologies—Enhanced Retail and Supply Chain Solutions for D365

Sunrise Technologies is the developer of application extensions for Microsoft Dynamics 365 for Finance and Operations (D365) that have been built to help manage the unique needs of manufacturers, distributors, and retailers of apparel, footwear, textiles, home furnishings, and similar consumer products. The Sunrise 365® Supply Chain and Sunrise 365® Retail Replenishment products bring enhanced capabilities to D365 that are especially important to these industries. These capabilities include fully integrating the product variations, multichannel management, and automated processing and control of complex allocation schemes across the entire enterprise resource planning (ERP) application suite.

Sunrise Technologies is an exclusive reseller and implementer of Microsoft Dynamics 365 for Finance and Operations. D365 has its roots in Microsoft Dynamics AX. Microsoft Dynamics 365 for Finance and Operations is a tier 1 ERP solution that competes with the top global ERP solutions on the market, such as those from SAP, Oracle, and Infor. Microsoft has built D365 to be a robust ERP engine that is capable of supporting the operations of a broad complement of industries. D365 however is an industry-agnostic product. Microsoft relies on its network of partners to provide industry-specific capabilities and knowledge to implement the solution.

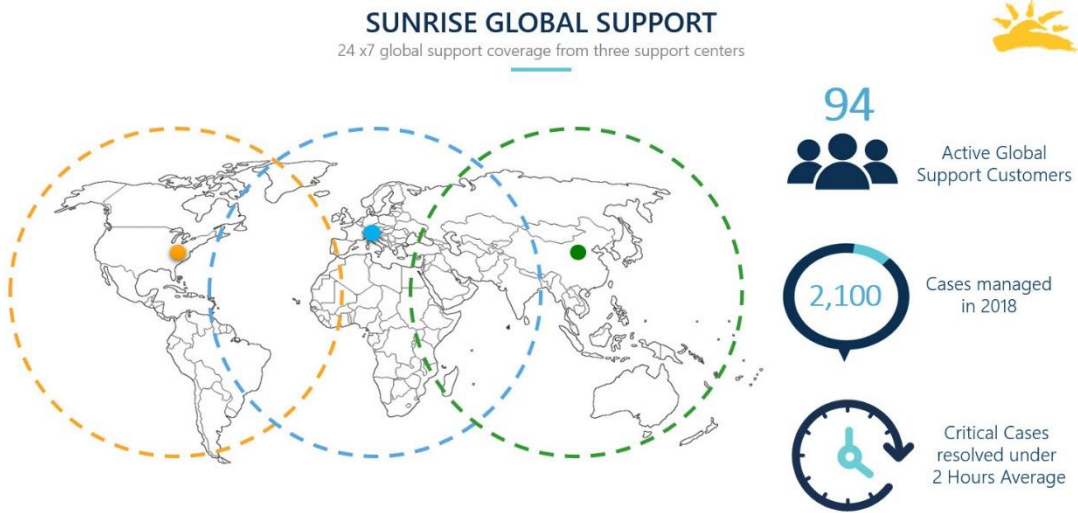
The Sunrise solutions extend the core Dynamics 365 application (figure 1). Sunrise's applications are seamlessly integrated with D365, so that users don't have to know whether they are working in D365 or in the Sunrise applications. The Sunrise products run only on D365 and are not available for use with other ERP solutions or as a standalone solution.



**Figure 1.** Sunrise 365® in the context of Microsoft Dynamics 365

Sunrise became a Microsoft partner in 2003. The Sunrise 365® Supply Chain solution was first released in 2006. The current Sunrise 365® industry solutions are built on top of and are seamlessly integrated into the Dynamics 365 platform. During its long history with Microsoft, Sunrise has been a leading partner and has received numerous awards from Microsoft. In 2006, Sunrise received the “Gold Certified Partner in ERP” designation and was named to the Microsoft Inner Circle in the last three years. It was also awarded the “Global Partner of the Year Finalist” in 2017, and the “Global Partner of the Year” in 2019 out of more than 2900 entrants worldwide.

Sunrise has more than 200 employees worldwide. Sunrise’s sweet spot is customers with between \$70 million and \$1 billion (USD) in annual revenue. The majority of its employees and customers are in the United States. However, Sunrise has offices and customers in China and Europe (figure 2). The division in China was founded in 2007 as a consulting and development arm. The Sunrise Europe division was founded in Switzerland in 2013 and works mainly on implementations in Europe.



**Figure 2.** Sunrise Technologies global support

Having offices around the world ensures that there will always be someone available to handle a customer’s needs. Each company is assigned a global support account manager who handles all support issues for that customer. If a high-priority case is logged "after hours" for a company, then one of the other global support consultants who is online will pick up the case and start troubleshooting the issue.

# Benchmark Results for Sunrise Technologies’ Sunrise 365® Supply Chain and Retail Replenishment

The TEC Focus Indicator presents the results of benchmarking Sunrise Technologies’ Sunrise 365® Supply Chain and Retail Replenishment against an **Industry Average**. TEC calculates the industry average for a given software market space based on product data from real-world software solutions, scoring solution support for hundreds to thousands of features and functions. The Industry Average circle in the middle of the graph is a normalized representation of the average of the scores.

- The Focus Indicator represents neither the quality of the product nor an absolute quantity of supported functionality. Rather, the **graph is normalized** to show *support relative to the average quantity of functionality supported*.
- The functional criteria have been equalized (attributed equal weight).
- High and low thresholds have been set in order to create the “Dominant,” “Competitive,” and “Minimal Support” zones (see below for more details).

## Reading the TEC Focus Indicator

The axes represent the main modules of a typical ERP for Fashion and Retail product and the red dots show the relative support of the product compared with the Industry Average. The closer a red dot is to the center, the more functionality the product supports for that module.

The **Industry Average circle** marks the relative support of the average ERP for Fashion and Retail product within the indicated market space.

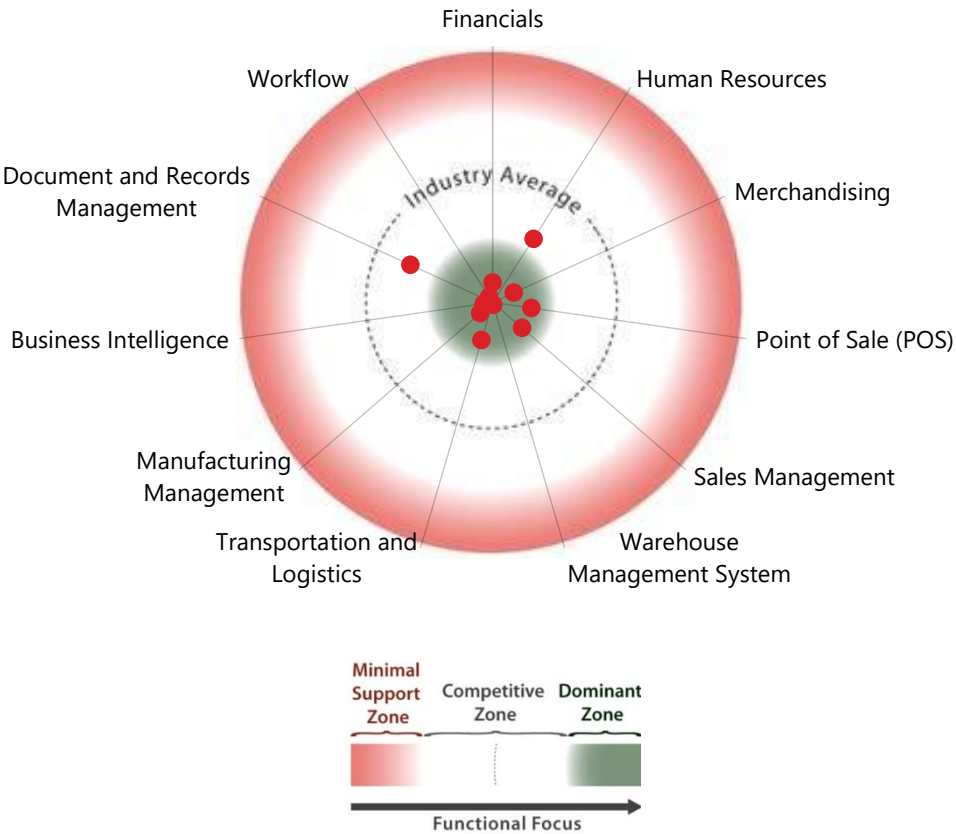
The **Dominant Zone** (green) shows where the product supports more functionality than the average solution. Dominant modules are likely to be competitive differentiators for the vendor.

The **Competitive Zone** (white) shows where the product supports about the same amount of functionality as the average solution. This typically indicates that most vendors in this market space support this functionality.

The **Minimal Support Zone** (red) shows where the product supports less functionality than the average solution. Minimal Support modules might indicate less of a focus for this functionality, as it may not have as much of an importance within the vendor’s target market.

If your needs correspond to modules ranked closer to the center of the Focus Indicator Sunrise Technologies’ Sunrise 365® Supply Chain and Retail Replenishment may be an application worth evaluating.

This **TEC Focus Indicator™** shows you which types of functionality are likely differentiators for Sunrise Technologies’ Sunrise 365® Supply Chain and Retail Replenishment solution in the ERP for Fashion and Retail software space.



**TEC Focus Indicator for Sunrise 365® Supply Chain and Retail Replenishment**

The Focus Indicator shows the combined capabilities of D365 and the Sunrise Supply Chain and Retail Replenishment extensions. The combined solution scores in the Dominant Zone in the majority of modules in the ERP for Fashion and Retail model.



This graph shows that the depth and breadth of the combined solution far exceeds that of the average solution on the market.

Use TEC Advisor to compare Sunrise Technologies' Sunrise 365® Supply Chain and Retail Replenishment with other solutions for ERP for Fashion and Retail, according to your organization's needs and characteristics. [Compare now.](#)

# Product Review: Sunrise Technologies' Sunrise 365<sup>®</sup> Supply Chain and Retail Replenishment

TEC was given the opportunity to have a detailed demonstration of the Sunrise 365<sup>®</sup> Supply Chain and Retail Replenishment solutions that have been developed as extensions to the Microsoft Dynamics 365 for Finance and Operations (D365) ERP solution. The Sunrise 365<sup>®</sup> Supply Chain and Retail Replenishment solutions are built into Microsoft Dynamics 365 for Finance and Operations, so a user has a completely seamless experience when working in the Sunrise 365<sup>®</sup> applications.

This review will first walk through the Sunrise extensions to D365 for supply chain and retail replenishment. Then, the review will highlight other key aspects of the D365 system to provide a complete picture of the combined solution.

## Sunrise 365<sup>®</sup> Supply Chain Solution

The Sunrise 365<sup>®</sup> Supply Chain solution extends the D365 solution in the finance, sales, procurement, product, supply chain, production, distribution, and retail areas of the application.

### **Product Extensions**

The product area is the underlying product master data. In this area, Sunrise 365<sup>®</sup> Supply Chain adds scale management, global trade item number (GTIN) reuse automation, season management, hard attributes, stock-keeping unit (SKU) lifecycle, and the product lifecycle management (PLM) integration framework to D365.

*Scale management.* This capability adds support for dual sizing such as US and EU sizes and the National Retail Federation (NRF) color and size codes.

*GTIN.* The GTIN is a globally unique 14-digit number used to identify trade items, products, and services. Creating and managing new numbers can be time-consuming and costly. Sunrise has added tools for the automation and reusability of GTINs.

*Season management.* This can be tied to styles, colors, and delivery restrictions. Certain styles and colors can be linked to different seasons, and product deliveries can be restricted for specified seasons.

*Hard attributes.* These can be added to the product and include product brand,

category, and class. Sunrise names its additional attributes “hard” attributes and refers to the pre-existing attributes in D365 as “soft” attributes. These hard attributes are exposed across the system and used for additional sorting, filtering, and reporting.

*SKU lifecycle.* Sunrise adds additional statuses to items. These item statuses are configurable, but an example list of status codes might be active, dropped, frozen, phase out, or stop. These item statuses control the way these products are treated across the system. For example, it is possible to stop all purchase orders (POs) for an item that one is trying to phase out while allowing sales orders to be processed, so that the inventory is pushed out.

*PLM integration framework.* Sunrise has also built out an extensive PLM integration framework to manage the bidirectional integration of product data between a PLM system and D365. The framework controls how the PLM system is integrated with the ERP system. All or subsets of PLM data can be linked for bidirectional integration. PLM data includes color groups, product costs, product sizes, NRF color codes, product styles, and size groups. The PLM framework greatly reduces the time and cost of integrating D365 with a PLM system.

### **Sales Extensions**

The Sunrise 365® Supply Chain extensions in sales include mark-for addresses, sales restrictions, sales cancellation log, sales order categories, sales order enhancements, bulk order management, and an automated order release.

*Ship-to and mark-for address.* These extensions are clearly delineated on the sales order. They are to support cases that need an order to be shipped to a distribution center, but the order is ultimately destined for a specific store. The final destination for the shipment is then entered in the mark-for address.

*Sales restrictions.* Sunrise added a set of thresholds on orders (by customer or product) that restrict when the orders can be released for shipment. A customer may not want to have an order for shirts shipped until all the red shirts are available, for example. Or, a customer may not want to receive a shoe order until all the sizes of a model have been produced. To support the restrictions, there are dashboards to display the order release and the reasons why the order releases have failed. The report breaks down all the reasons for not meeting a release threshold and releasing an order, which may include not having enough inventory available or orders being on hold. There are a number of interactive analytical reports to aid in managing the

process. Figure 3 shows a detailed breakdown of the orders that failed to be released and why.

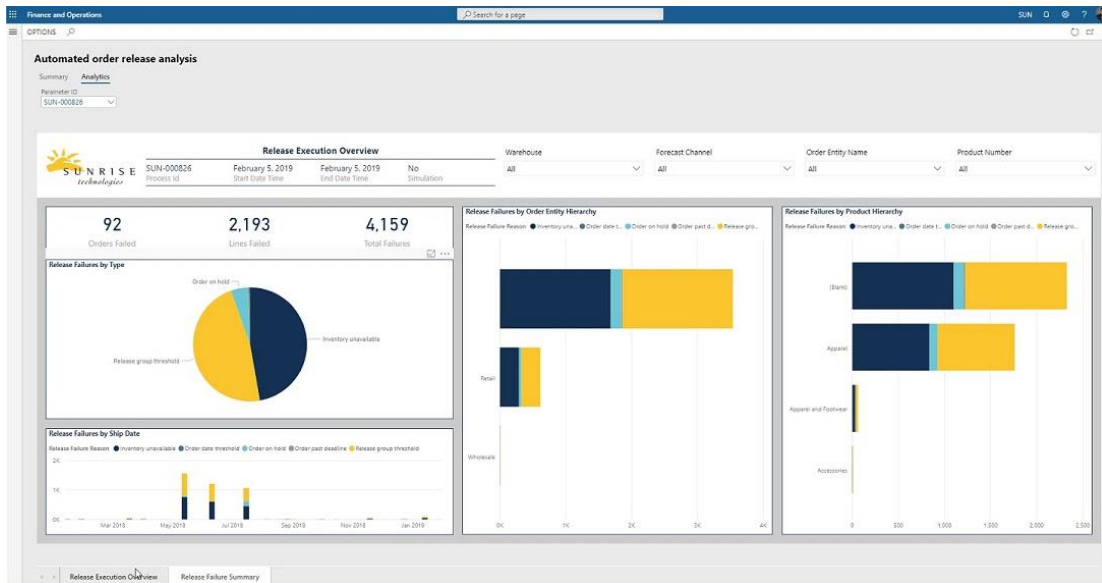


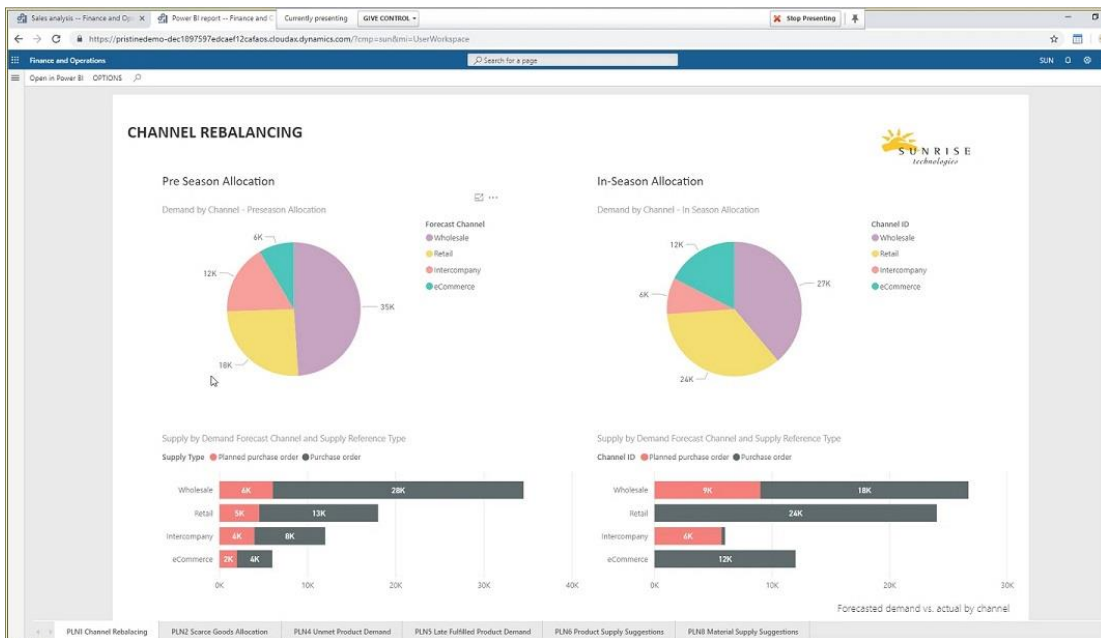
Figure 3. Order release failures analysis

*Sales cancellations.* This extension in Sunrize 365® tracks the sales cancellation and the reason for the cancellation. This allows customers to know more about why an order was cancelled. Are customers cancelling because of price, availability, or some other reason?

*Bulk order management.* A bulk order refers to a blanket or master sales order that was set up to monitor all products that will be ordered over the course of a year or season. The customer may be ordering a subset of that order over the season and it's beneficial to keep track of progress against this bulk order. Sunrize will track the relationship between a bulk order and individual sales orders, and it will also suggest the appropriate bulk order to use when processing an individual sales order.

### Supply Chain Extensions

The supply chain extensions are where everything comes together. The tools in this area include support for forecasting, forecast netting, soft allocation, and supply chain analysis. Forecasts can be built that clearly define demand channels (e.g., web, wholesale, or retail). A planning workbench is not only a part of this extension but also a forecast integration framework for those who wish to work with other tools. Supply chain analysis adds other insights to business challenges such as channel rebalancing, scarce goods allocation, projected excess product inventory, unmet product demand, product supply suggestions, and product inventory projections.



**Figure 4.** Channel rebalancing example

Figure 4 is an example showing channel rebalancing. The left-hand side of the screen shows how demand was allocated before the start of the season. Pre-season it was anticipated that the different channels—wholesale, retail, intercompany, and e-commerce—would be fulfilled at similar rates. However, as the season commenced, the different channels were not being supplied as anticipated. Specifically, the wholesale channel was being reduced by a larger quantity than anticipated. The report allows the user to drill into the data to see what is actually happening and take the appropriate corrective actions.

Neither the Sunrise 365® Supply Chain solution nor the D365 solution offer robust forecasting capabilities out of the box. Customers that need such capabilities will need to use either Excel or a third-party forecasting tool to generate a demand forecast that is then imported using the Sunrise 365® Supply Chain forecast integration framework.

Forecast netting is the ability to decide what happens to forecasts that are out of balance. It might happen that the forecast was 100 units too high in a particular period. But, why was it too high? Was it because there was additional demand? It may be that demand got shifted from a previous period because of a shipping delay. The forecast netting tool supports the adjustments or netting out of a forecast so that these situations don't adversely impact the forecast.

One of the most impactful capabilities in Sunrise 365® Supply Chain is the ability to

manage what Sunrise calls “soft allocation” on inventory. Soft allocations let a user determine how to flexibly balance demand sequences to supply sequences and ensure that the demand will be appropriately supplied. (Demand may come from various sources including e-commerce, wholesale, or retail. On the other hand, supply may come from internal inventory, other warehouses, or contract manufacturers.) For example, it may be more important to fill one of the top 5 big customer orders before the other orders are filled. Or, it may be that the e-commerce channel orders should be filled first because they have the highest margins. The various supply sources can be assigned to fulfill these top customer orders first before being assigned to other orders. This is different from the “hard” allocation process, which occurs natively within Dynamics 365 and is not as flexible at meeting the more fluid requirements of Sunrise’s customers.

### **Procurement, Production, Distribution, and Other Extensions**

There are additional extensions in the Sunrise 365® Supply Chain solution that support an organization’s procurement, production, distribution, and other business needs.

*Product matrix view.* In procurement and distribution, the product matrix view (size and color matrix) is added to the sales order, purchase order, and transfer order screens of D365.

*Master production order.* This is added to the group production orders. A customer might have had multiple production runs over the course of the year. The master production order shows the status of all the production orders.

*Integration framework.* This framework allows for integration between D365 and a PLM, third-party logistics (3PL) system, third-party demand forecasting solution, e-commerce solution, or a point-of-sale (POS) system when not using the Microsoft POS system. These frameworks are built to speed the integration with these other tools. PLM is of course key for creating and managing the products for Sunrise’s customers. Sunrise has many customers who also use a 3PL system for managing warehousing and logistics, so the integration to the 3PL system brings additional value. For those who do not use the Microsoft POS system, Sunrise also has developed the set of integration tools to support this requirement.

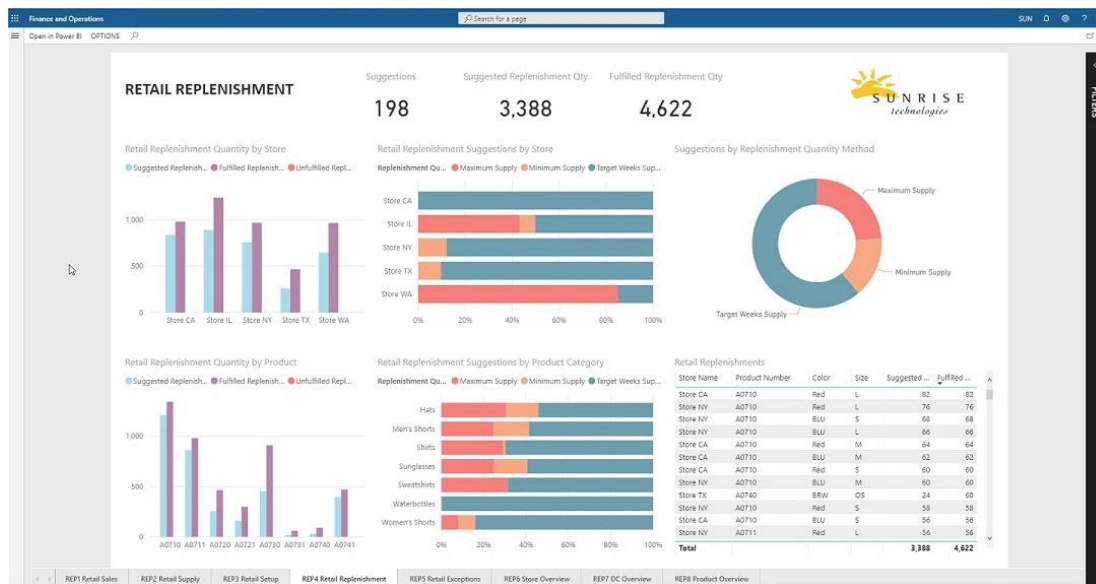
*Integration manager.* This is an area set up for monitoring all Sunrise integrations passing through the integration framework. These integrations include 3PL system, PLM system, demand forecasting solution, e-commerce platform, and POS

integrations. It is a great tool that IT teams can use to manage all these integrations.

## Sunrise 365® Retail Replenishment

Sunrise's retail replenishment tool helps an organization manage all products that need to be stocked at the business' retail stores. Retailers need to stock the right products in the right stores at the right time. Sunrise 365® Retail Replenishment is a relatively new product created by Sunrise to meet the demand of its customers, who were coming to them and asking whether they could help them manage retail replenishment without the steep prices associated with a third-party solution. Most of the solutions currently on the market are very expensive on their own. On top of the software costs, the costs to integrate these solutions with D365 are steep.

The Sunrise retail replenishment tool brings together the retail store replenishment settings and rules and the actual inventory levels from the POS locations, and then it produces the appropriate retail plans. The store setups can include the target week's supply, minimum supply, maximum supply, order minimum, and seasonality curve. The seasonality curve will adjust the numbers depending on the season. All this data comes together to create the replenishment orders. The system cross-checks everything and produces a list of exceptions detailing what couldn't be fulfilled. Figure 5 depicts a dashboard showing the status of stock at all locations.

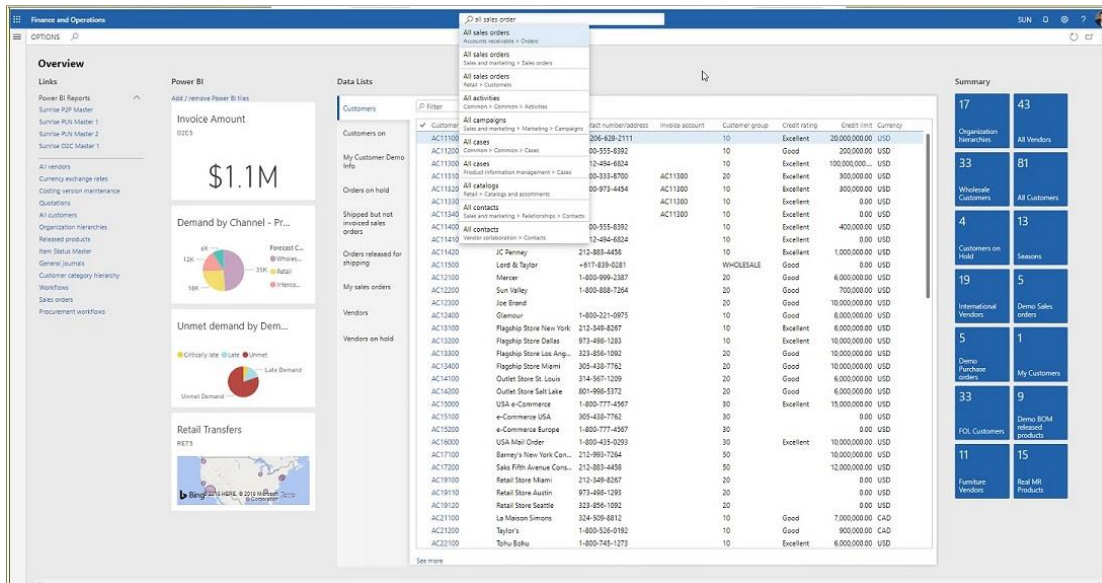


**Figure 5.** Retail replenishment dashboard

Sunrise only charges \$100 per store for the product, but the Sunrise 365® Supply Chain solution is required to run retail replenishment. The POS integration framework supports integration with third-party POSs.

## D365 and Sunrise Application Fit and Finish

D365's ERP system modules are grouped into workspaces, which are groups of application components. The workspaces are groupings for performing a common task in the system with titles such as "vendor information" or "personal management." A workspace looks like the familiar file explorer application in Windows.



**Figure 6.** Example of D365 Workspace showing global search

Each workspace commonly has four sections—Links, Power BI, Data Lists, and Summary tiles. (The nested menu of modules from previous versions of Dynamics AX are still available for those who are already familiar with navigating the extensive list of application modules.) There are hundreds of these workspaces delivered out of the box. Microsoft and Sunrise continue to add new workspaces on a regular basis. It is also very easy for a user to create their own workspace.

The Sunrise 365® extensions are grouped into these workspaces. Sunrise workspaces include: soft allocation analysis; sales analysis; integration manager; retail replenishment—store overview; retail replenishment—maintenance; retail replenishment—distribution center analysis; projected inventory analysis; and in-process sales analysis. Sunrise continually works with customers to create new workspaces and release them.

Global search is always available at the top of the application (figure 6). Other interface elements on the workspace screen include a drop-down menu for changing



the current legal entity—keep in mind that D365 is a tier-1 multiple-legal entity and multicurrency solution. There is a little bell at the top right, which is highlighted when there are notifications. Clicking the help icon at the top of the screen displays context-sensitive help.

## D365 Platform and Ecosystem

Being a long-standing and significant member of the Microsoft application family means that D365 is built on the Microsoft cloud, is part of and integrated with other Microsoft tools, and has a large ecosystem of vendors and tools that add value to it. Some of the considerations for ERP purchasers and potential Sunrise 365® customers include the following:

*Dynamics 365 is a cloud-based solution managed by Microsoft.* Microsoft is committed to an availability of 99.9% per month of the service. Microsoft therefore manages all infrastructure, disaster recovery, and security. If Microsoft does not achieve and maintain the service levels for Microsoft Dynamics 365 for Finance and Operations described in the service-level agreement (SLA), then the customer may be eligible for a credit toward a portion of their monthly service fees for Finance and Operations.

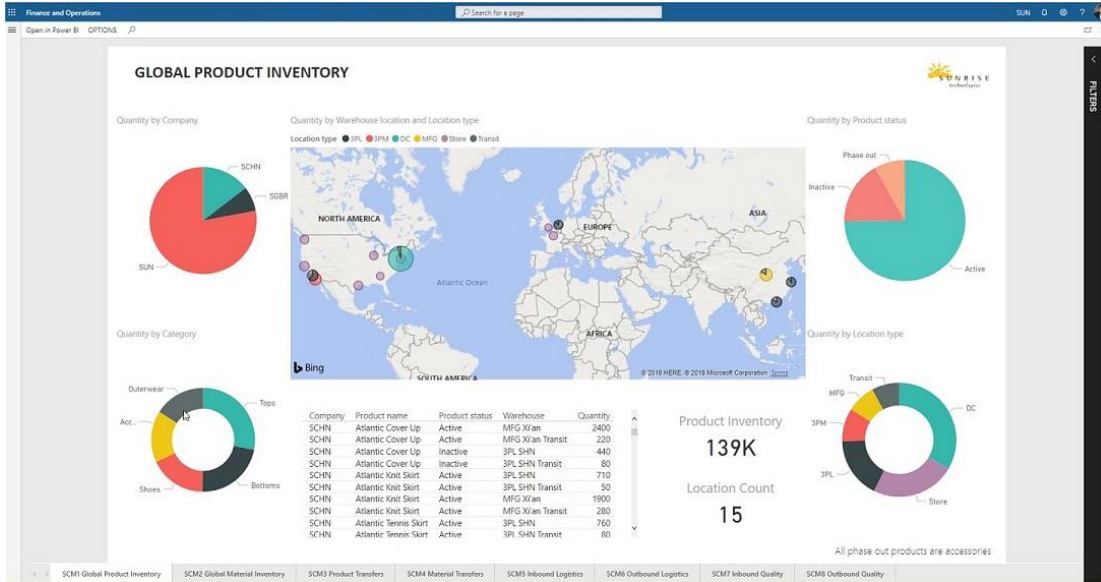
*Dynamics 365 has a built-in workflow engine.* The graphical workflow engine helps customize business processes across D365. The new Microsoft “Flow” tool can also be used in D365. Microsoft Flow is built to allow process connections outside of D365.

*D365 has Microsoft Office integrations.* Of course, because this is Microsoft’s tool there is complete integration with Microsoft Office tools. The extent of integration with the world’s most popular office productivity apps can’t be overlooked.

*D365 has PowerApps.* It is easy to create and use PowerApps for D365. PowerApps is a tool built by Microsoft to support the creation of very low and no-code applications. PowerApps is meant to allow almost anyone to build a custom solution using visual tools that require little to no coding. Apps can be built and shared on any device.

*Use of the Microsoft AppSource to find applications that can extend D365’s capabilities.* Sunrise Technologies was actually the first vendor to release its applications for D365 for Finance and Operations on AppSource.

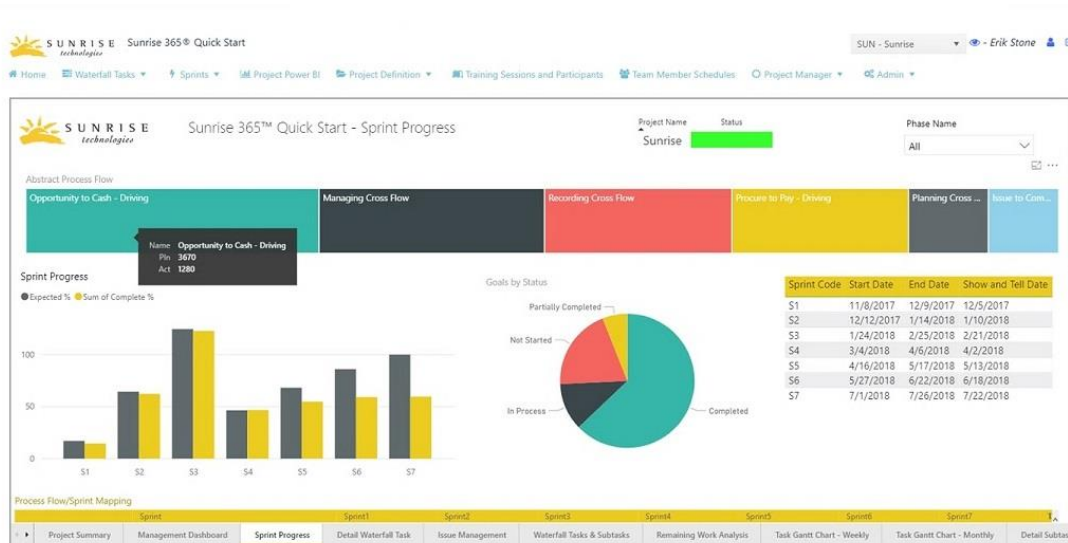
Reporting, analytics, and business intelligence (BI). There are, at last count, more than 1,200 standard SQL Server Reporting Services (SSRS) reports available in D365. Much of the new reporting will be done in Power BI and integrated into D365. Moving forward, Power BI is the tool of the future for Microsoft and Sunrise (figure 7).



**Figure 7.** Power BI global product inventory report

### Ease of Implementation

Sunrise 365® Quick Start is a set of tools and methodology for Dynamics 365 implementations. Sunrise 365® Quick Start has been developed from Sunrise’s extensive history and experience in delivering more than 160 successful Dynamics 365 go-lives. It provides a structured and proven methodology for implementation of the ERP solution for its customers (figure 8). There are hundreds and often thousands of tasks that must be performed to have successful ERP implementation in a system as robust as Microsoft Dynamics 365 for Finance and Operations. Sunrise 365® provides the common system configurations, checklists, and project management and monitoring tools needed to successfully go live. The interactive and real-time project tools provide all stakeholders with insight into the status of the implementation project. The tool combines the best of the Microsoft methodology with Sunrise’s more than 25 years of experience in delivering successful customer projects.



**Figure 8.** Sunrise 365® Quick Start sprint progress screen

Sunrise’s tools and methodology enable faster go-lives, thus reducing overall costs to their customers. The tool is available over the web and on mobile devices. All of Sunrise’s projects are required to follow the Quick Start program.

# TEC Analyst Observations on Sunrise Technologies' Sunrise 365® Supply Chain and Retail Replenishment

Sunrise chose to be an exclusive reseller of Microsoft ERP products and partner of Microsoft for good reason. There is little doubt that Microsoft Dynamics 365 for Finance and Operations (D365) is one of the top-tier ERP solutions on the market. It stacks up very competitively against the top players in the business in core areas of the TEC model for ERP for Fashion and Retail such as financials, inventory, manufacturing, sales, and procurement. The Sunrise 365® extensions for supply chain and retail replenishment further extend the overall product's leadership in this model for fashion and retail industries. The charts in this report show the strength of the total solution compared with competitors' ERP products for fashion and retail on the market.

Being part of the Microsoft family of products means that D365 is part of one of the largest product portfolios in the world. This brings an abundance of benefits to organizations that choose to purchase D365 products, including the Sunrise 365® extensions. D365 takes advantage of the extensive user experience work at Microsoft. It is easy for a user who works with Microsoft's Office tools to work in D365, as many of these user experience elements have been incorporated into D365 over the years. The integration with Microsoft's family of products and the extensive ecosystem of products that make up the broader product mix is another major plus to going with a product from Microsoft.

However, the downside to D365's position in the Microsoft family of products is that D365 is not a primary focus for Microsoft. The revenue generated by D365 is small compared with that generated by other Microsoft offerings, and so it only receives a proportionate amount of investment. This means that the amount of money and corporate focus on D365 in areas such as research, development, support, and other functions will not be as large as that for other ERP solution vendors.

Sunrise Technologies, as an exclusive and a premier partner of Microsoft, extends the services and solutions that are extremely important for fashion, apparel, and similar consumer industries. The Sunrise 365® Supply Chain and Retail Replenishment solutions complements and provides additional functionality to D365 for these (and related) industries. The total product supports various aspects of product

manufacturing, such as managing size, color, and seasonal product variations and the complex demand and supply across channels, and the need for having an integrated POS solution.

Sunrise brings great value, lowers the overall cost of ERP purchase and implementation, and brings faster deployment to its customers because of its tools and experience in these industries. Marquee customers such as Patagonia, Fila, Bioworld, and others rely on Sunrise to run their business. Anyone looking to purchase or upgrade their ERP system for these fluid consumer industries owe it to themselves to see what Sunrise can deliver for them.

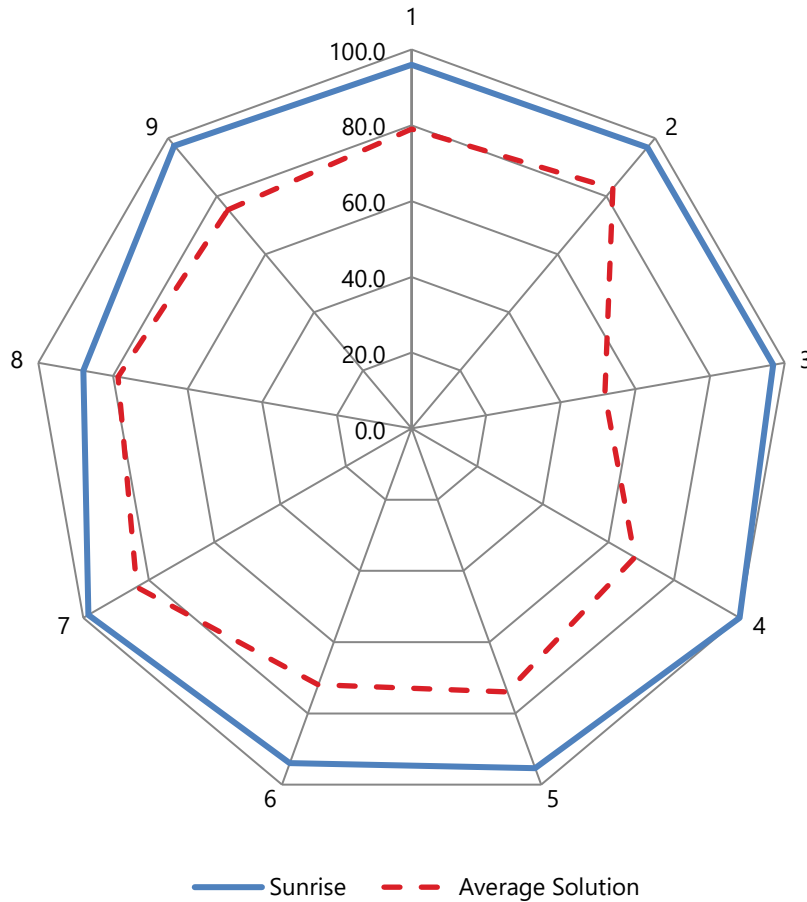
# Detailed Functionality Graphs for Microsoft D365 + Sunrise Technologies' Sunrise 365® Supply Chain and Retail Replenishment

The following functionality benchmark graphs represent the quantity of support by Microsoft Dynamics 365 for Finance and Operations + Sunrise 365® Supply Chain and Retail Replenishment extensions. The overall solution will be referred to and labelled "Sunrise" in the graphs and tables that follow. These graphs represent the functionality within each module identified in the TEC Focus Indicator, on a scale of 0 to 100 points. The closer the plotted value is to 100 (toward the outside in spider graphs, toward the top in bar graphs), the more functionality Sunrise supports. The functionality of Sunrise is shown in blue; an average of what competitor solutions offer is shown in red.

Financials  
Human Resources  
Merchandising  
Point of Sale (POS)  
Sales Management  
Warehouse Management System  
Transportation and Logistics  
Manufacturing Management  
Business Intelligence  
Document and Records Management  
Workflow

## Financials

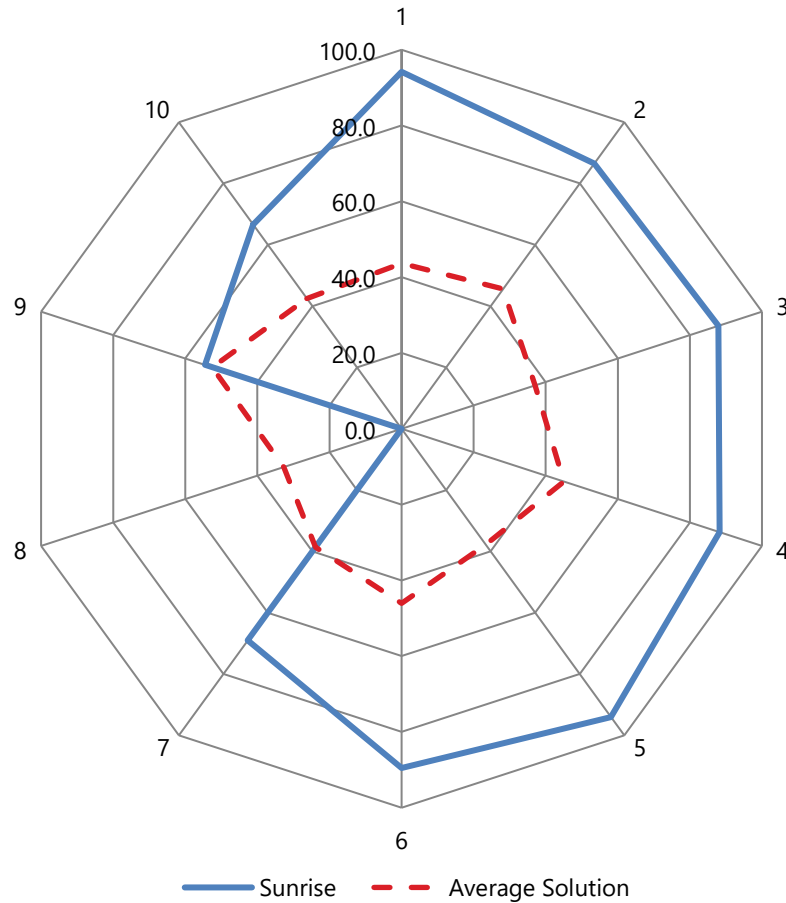
The Financials module provides features and functions that allow accountants and financial managers to ensure financial transactions are tracked and properly recorded, and that this information is available via reports and other data retrieval tools. Traditionally, this module includes the General Ledger, Accounts Payable, Fixed Assets, Cost Accounting, Cash Management, Accounts Receivable, and Financial Reporting submodules.



Criteria	Sunrise Score	Average Score
1 General Ledger	96.0	79.0
2 Accounts Payable	96.9	82.7
3 Fixed Assets	96.9	51.8
4 Cost Accounting	100	68.0
5 Cash Management	95.4	74.0
6 Budgeting	94.0	71.9
7 Product Costing	98.4	83.8
8 Accounts Receivable	87.9	78.6
9 Financial Reporting	97.4	75.3

## Human Resources

Human Resources management encompasses all the applications necessary for handling personnel-related tasks for corporate managers and individual employees. Submodules include Personnel Management, Benefits, Payroll, Employee Self-Service, Performance Management, Compensation Management, Workforce Management, and Training.

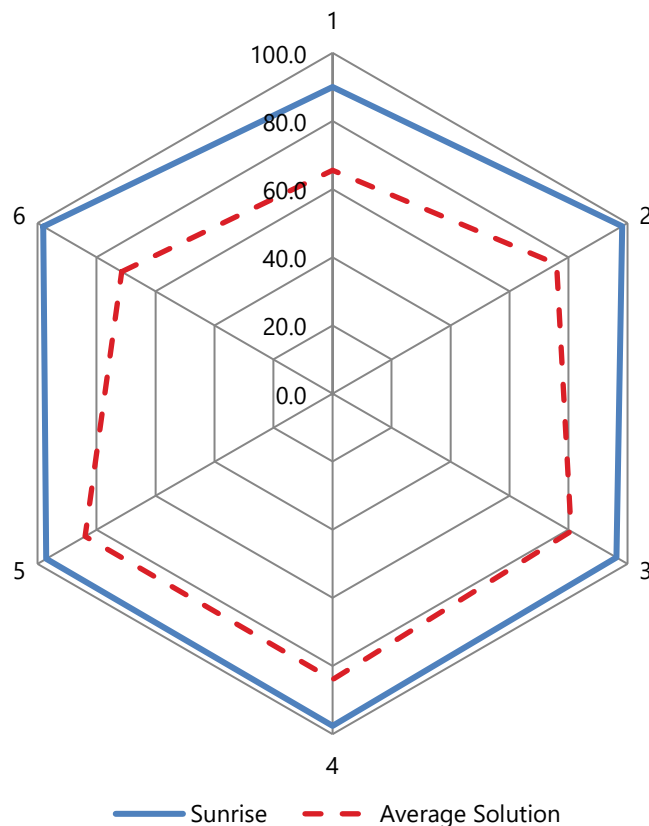


Criteria	Sunrise Score	Average Score
1 Talent Acquisition	94.2	43.6
2 Personnel Management	86.5	45.6
3 Benefits	87.9	37.0
4 Employee Self-Service	88.3	45.0
5 Payroll	94.0	37.8
6 Performance Management	89.5	46.1
7 Compensation Management	69.0	38.7
8 Training	0.0	32.7
9 Workforce Management	54.5	52.5
10 Career Development and Succession Planning	66.6	42.4



## Merchandising

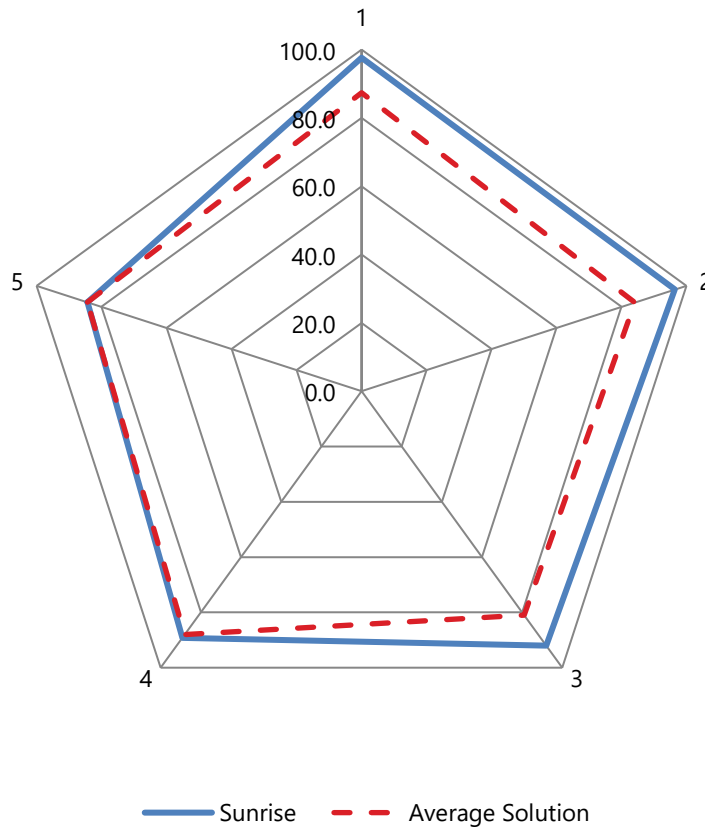
The Merchandising module covers the capabilities required to plan, promote, order, procure, and manage merchandise and consists of six submodules. The Promotional Program Management submodule supports the creation and modification of promotional programs by geographies, market segments, and other common segmentations. Order Management functionality encompasses a group of applications that automates the data entry process of customer orders and keeps track of the status of orders. The Inventory Management submodule addresses the record-keeping of warehoused goods and the managing of moving these goods to, from, and through warehouses. Purchasing Management encompasses a group of applications that controls the purchasing of raw materials and manages inventory stocks.



<b>Criteria</b>	<b>Sunrise Score</b>	<b>Average Score</b>
<b>1</b> Planning	90.0	65.5
<b>2</b> Promotional Program Management	98.2	76.0
<b>3</b> Order Management	96.3	80.9
<b>4</b> Inventory Management	97.6	84.0
<b>5</b> Purchasing Management	97.0	83.9
<b>6</b> Forecasting	98.1	71.5

## Point of Sale (POS)

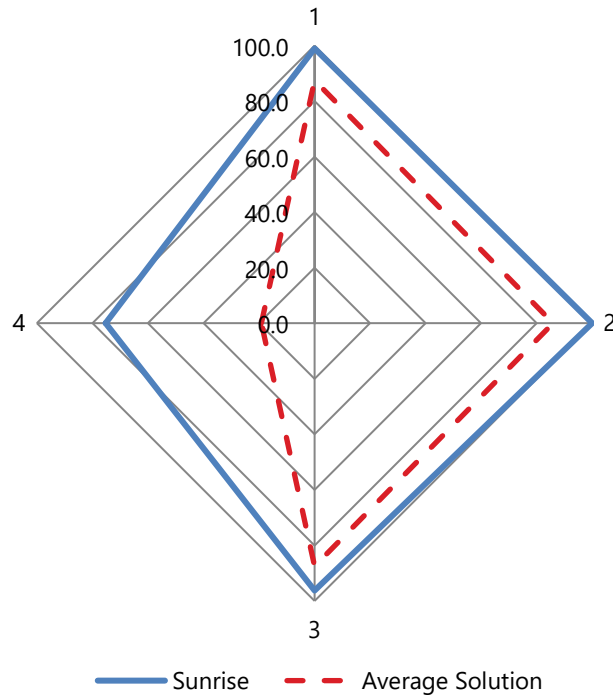
Point of Sale (POS) functionality addresses the architectural and transactional requirements of a point-of-sale system required for retail transaction management. It covers functions needed to process transactions at retail POS registers such as sales slip creation, formatting, and printing. Other areas captured include the business architecture criteria and essential reports and inquiries of a POS system.



Criteria	Sunrise Score	Average Score
1 Business Architecture	97.6	87.4
2 Transaction Management	96.4	84.1
3 Register Management	92.0	81.0
4 Sale Slip Management	89.3	88.0
5 Reports and Inquiries	84.4	84.4

## Sales Management

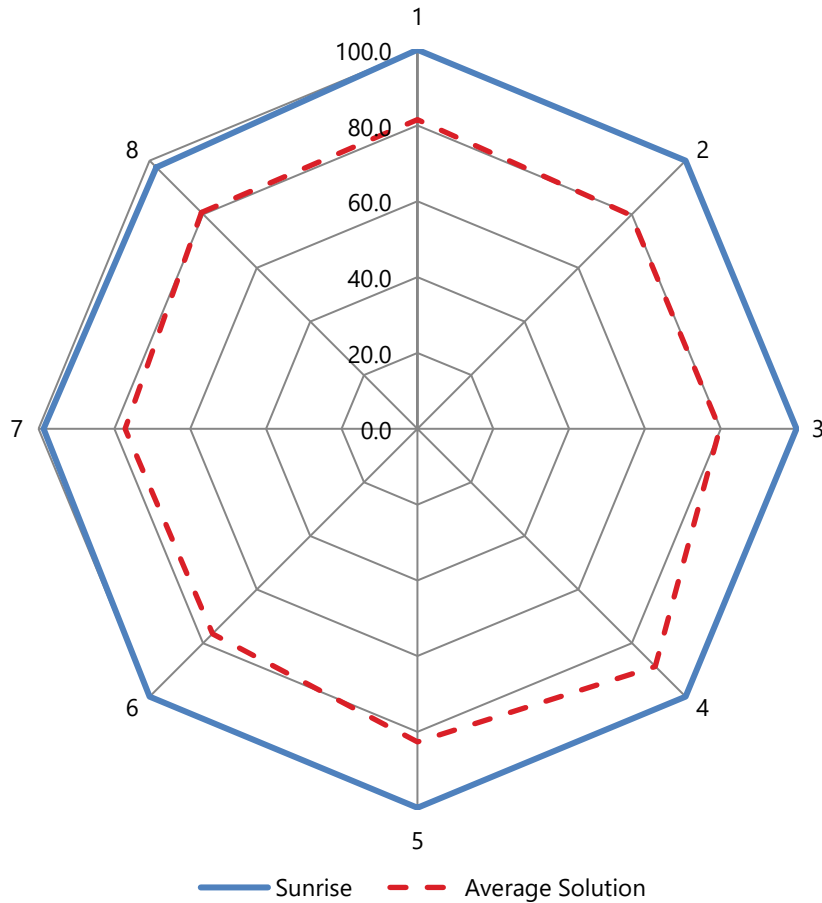
Sales Management encompasses a group of applications that extends the core sales processing capabilities described in the Merchandising module. This includes extensive features for online viewing, sorting, reporting, and interfacing of sales orders. There are also submodules for the application to manage customer service and returned goods. And the E-commerce submodule details requirements for storefront, shopping cart, and security, and payment processing.



Criteria	Sunrise Score	Average Score
<b>1</b> Online Requirements	99.0	87.5
<b>2</b> Reporting and Interfacing Requirements	100	85.9
<b>3</b> Customer Service and Returned Goods Handling	96.3	87.5
<b>4</b> E-commerce	75.2	19.1

## Warehouse Management System

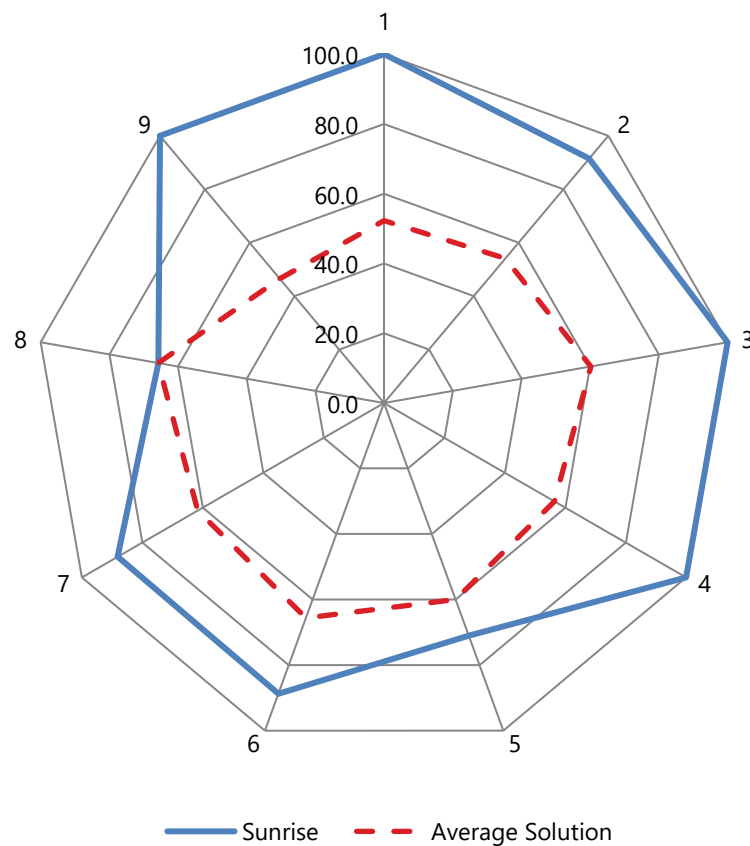
A warehouse management system is used to support all operations required to configure, set up, and operate an organization's warehouse(s). The system has submodules for supporting the overall warehouse configuration and individual location or bin setups down to precise detail. The system has submodules for handling product kitting, receiving, put-away, picking, packing, and shipping.



Criteria	Sunrise Score	Average Score
1 Warehouse Configuration	100	81.6
2 Bin Location Setup	100	79.7
3 Inventory Control	100	79.7
4 Kits Management	100	88.7
5 Receiving	100	82.6
6 Put-away	100	76.5
7 Picking	98.7	77.2
8 Packing and Shipping	97.5	80.7

## Transportation and Logistics

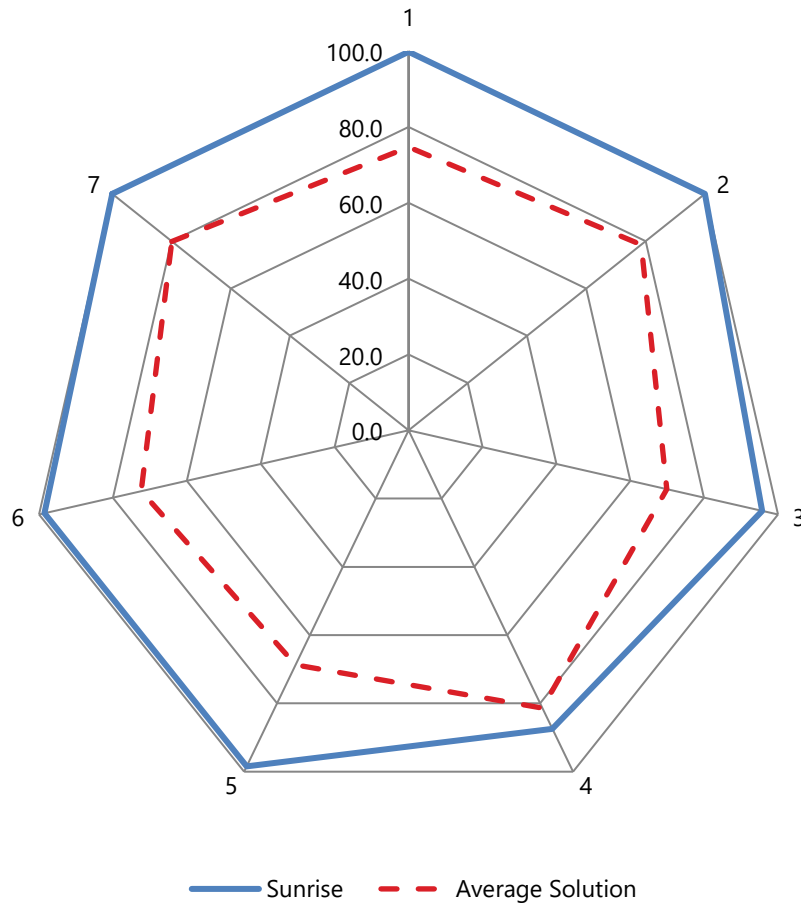
Transportation involves many different parties within and outside a company that are required to routinely share information and ideas. A fully functional transportation and logistics system has a number of capabilities for supporting the flow of goods outside the company. The system will have submodules for supporting the planning and execution of complex transportation scenarios. The system should also support the movement of goods across territorial boundaries by managing the import/export of goods along with the compliance associated with the goods movements. There are also submodules for supporting the tracking and analysis of the transportation movements.



Criteria	Sunrise Score	Average Score
<b>1</b> Planning	100	52.3
<b>2</b> Execution	91.4	54.0
<b>3</b> Setup for Rate Enquiry	100	60.2
<b>4</b> Carrier and Contract Details	100	56.4
<b>5</b> Import / Export Management	71.0	60.0
<b>6</b> Compliance	88.8	65.6
<b>7</b> Shipping and Outbound Management	88.2	61.7
<b>8</b> Shipment Tracking	65.7	65.8
<b>9</b> Analysis	100	46.5

## Manufacturing Management

The Manufacturing Management module covers discrete manufacturing and provides the ability to plan production at various scales, rolling high-level plans down into daily schedules of individual machines and workers, and tracing real-time situations on the production shop floor and in planning to control manufacturing. This ensures that manufacturing facilities follow production plans in an accurate and timely manner, and that manufacturing schedules and operations are altered as required. It involves product configuring, work centers and machines dispatching, all aspects of work-in-progress management, and comprehensive product costing functionality.

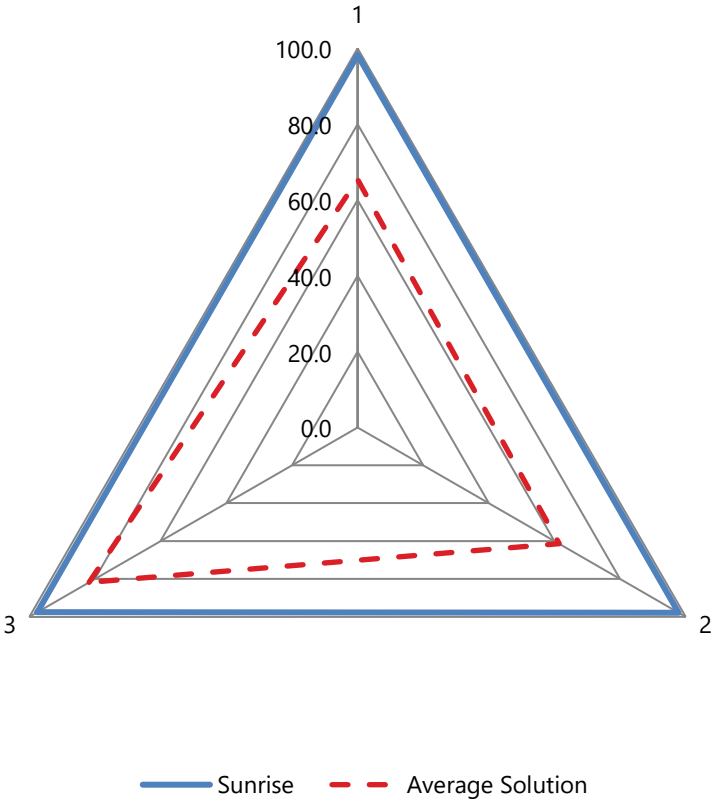


Criteria	Sunrise Score	Average Score
<b>1</b> Master Production Scheduling (MPS)	99.9	74.7
<b>2</b> Rough-Cut Capacity Planning (RCCP)	100	78.5
<b>3</b> Capacity Requirements Planning (CRP) and Work Center Scheduling	95.7	69.9
<b>4</b> Material Requirements Planning (MRP)	87.5	81.4
<b>5</b> Work Centers and Machines	98.4	68.7

<b>6</b>	Production Orders Control	98.5	72.4
<b>7</b>	WIP Management	100	79.9

# Business Intelligence

Business intelligence (BI) applications enable real-time, interactive access, analysis, and manipulation of mission-critical corporate information. Users are able to access and leverage vast amounts of information to analyze relationships and understand trends that, ultimately, support business decisions. In ERP for Fashion and Retail, BI applications focus on financial consolidation and other core analytics. The Core Analytics submodule has out-of-the-box tools for sales, customer, operations, and inventory analytics.

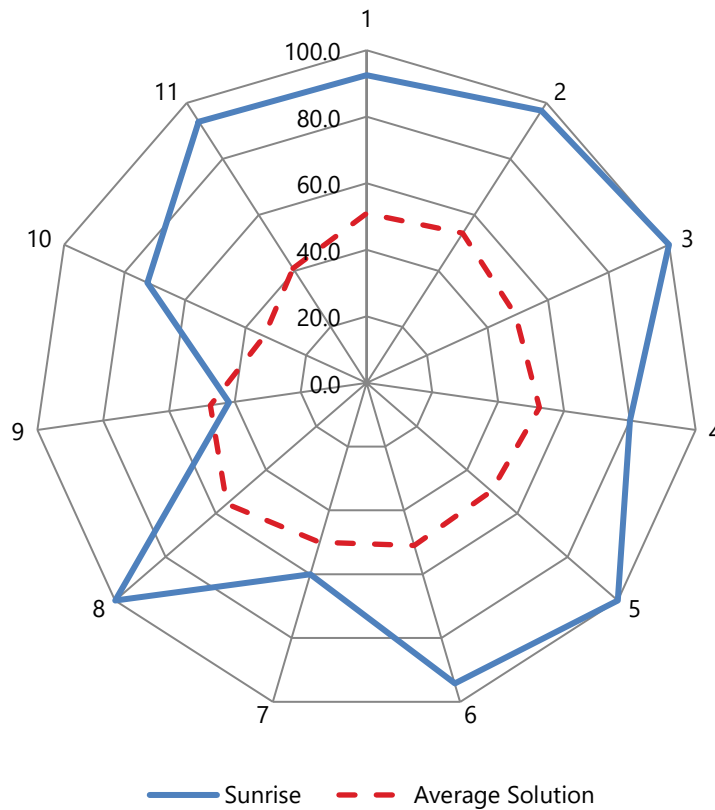


Criteria	Sunrise Score	Average Score
<b>1</b> Financial Consolidation	98.2	65.4
<b>2</b> Core Analytics	97.8	61.5
<b>3</b> Reporting	97.5	81.8



## Document and Records Management

Document and Records Management systems assist with the management, creation, workflow, and storage of documents within different departments. A document and records management system stores documents in a database and associates important information about the documents, to the documents (known as metadata). More sophisticated systems have features to support document creation, publication, usage, and versioning. Document and records management solutions are often used by any organization requiring document and digital asset control or those that need to process high volumes of documents.

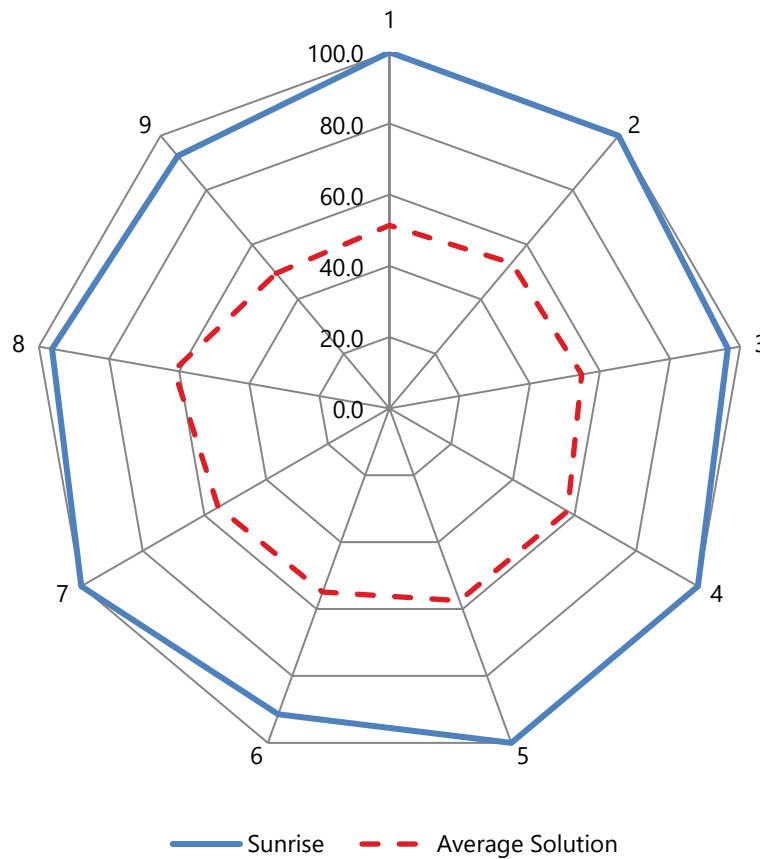


Criteria	Sunrise Score	Average Score
1 Capture of Electronic Documents and Records	92.5	50.9
2 Metadata	97.3	53.4
3 Record Types	100	49.2
4 File Importing/Exporting	80.0	52.5
5 Version Control	100	49.7
6 Document Searching and Retrieval	94.2	51.0
7 Document Cross-referencing	60.0	50.0
8 Document-type Support	100	55.6
9 Image Scanning	41.8	47.5

10	Document Presentation	72.5	33.8
11	Electronic Signature	93.3	40.9

## Workflow

A Workflow application defines, enables, and manages the exchange of enterprise information, through the semantics of a business process view, regarding employees, customers, partners, applications, and databases. Most workflow tools will have a graphical designer for constructing and working on the business process flows. The workflow engines themselves will have support for multiple types of notifications that can be triggered from any number of system events. The workflow tools include submodules for managing the scheduling, monitoring, and reporting of the workflows.



Criteria	Sunrise Score	Average Score
<b>1</b> Graphical Designer	100	51.4
<b>2</b> Workflow Engine	100	53.3
<b>3</b> Workflow Notification	96.5	54.8
<b>4</b> Workflow Reporting	100	57.8
<b>5</b> Events	100	57.5

<b>6</b>	Due Dates	91.4	54.9
<b>7</b>	Resources and Roles Definition	100	55.6
<b>8</b>	Triggers and Scheduling	96.3	61.5
<b>9</b>	Monitoring and Reporting	92.5	49.5