ECOMMERCE FOR NAV & BC

Matt Aitken
& Al Willingham

We are The Power People
We are The NAV People
We are The 365 People

AGENDA

- Session Intro
- eCommerce Projects Overview
- Interface Projects
- Sana Commerce Projects
- Session Outro
- Session Rating

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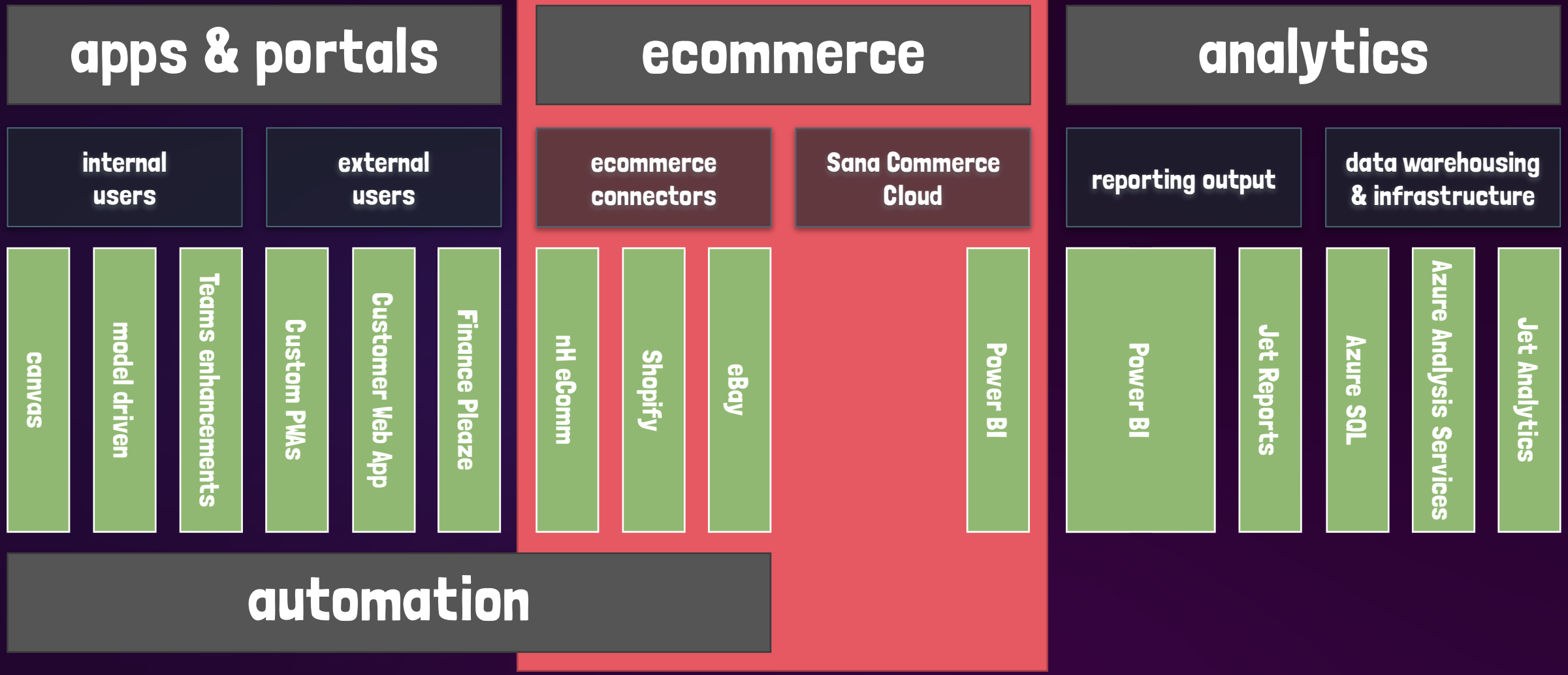
THE DIGITAL POWER PRACTICE



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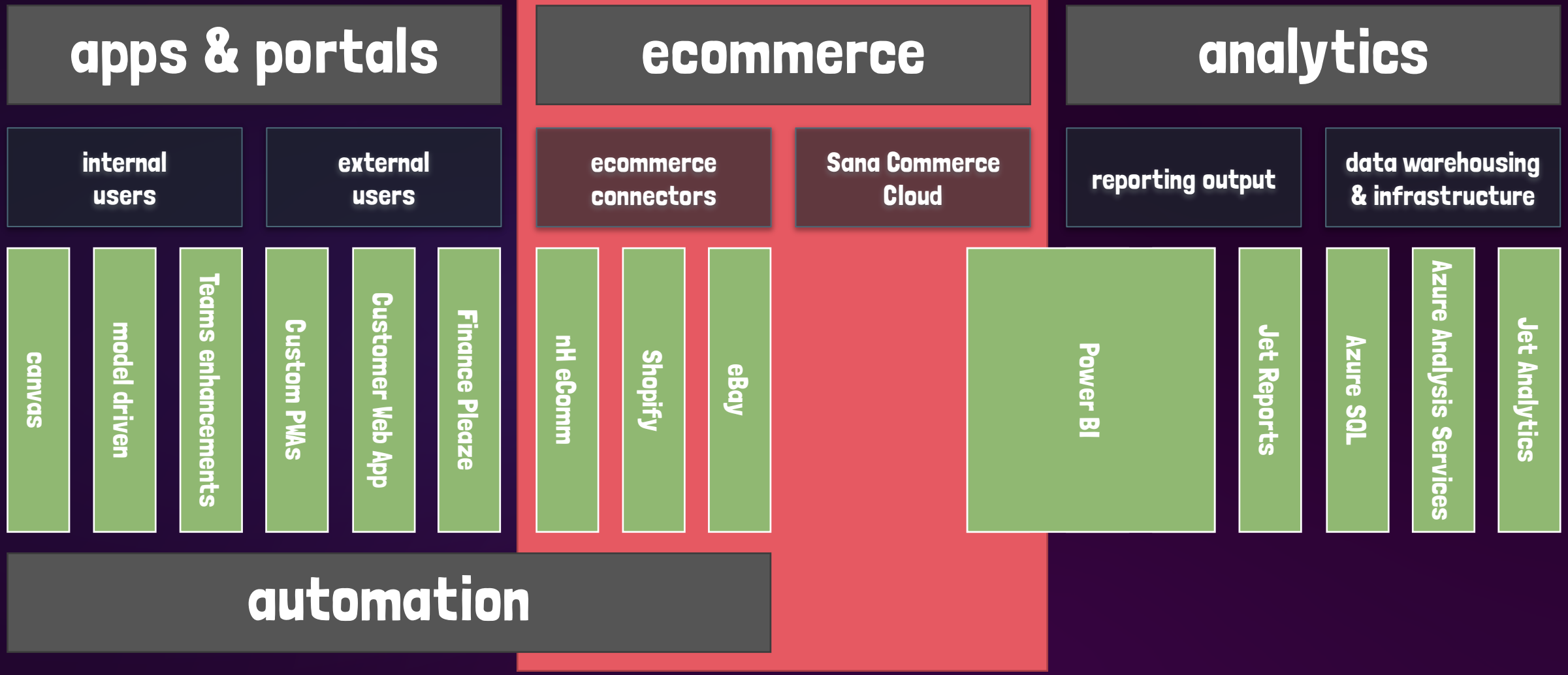

SESSION OBJECTIVES

- To gain insight into some of the key considerations when connecting end-to-end processes between ecommerce and ERP systems
- To provide a high-level comparison between the Sana Commerce plug-and-play ecommerce platform and other interface projects for third-party systems

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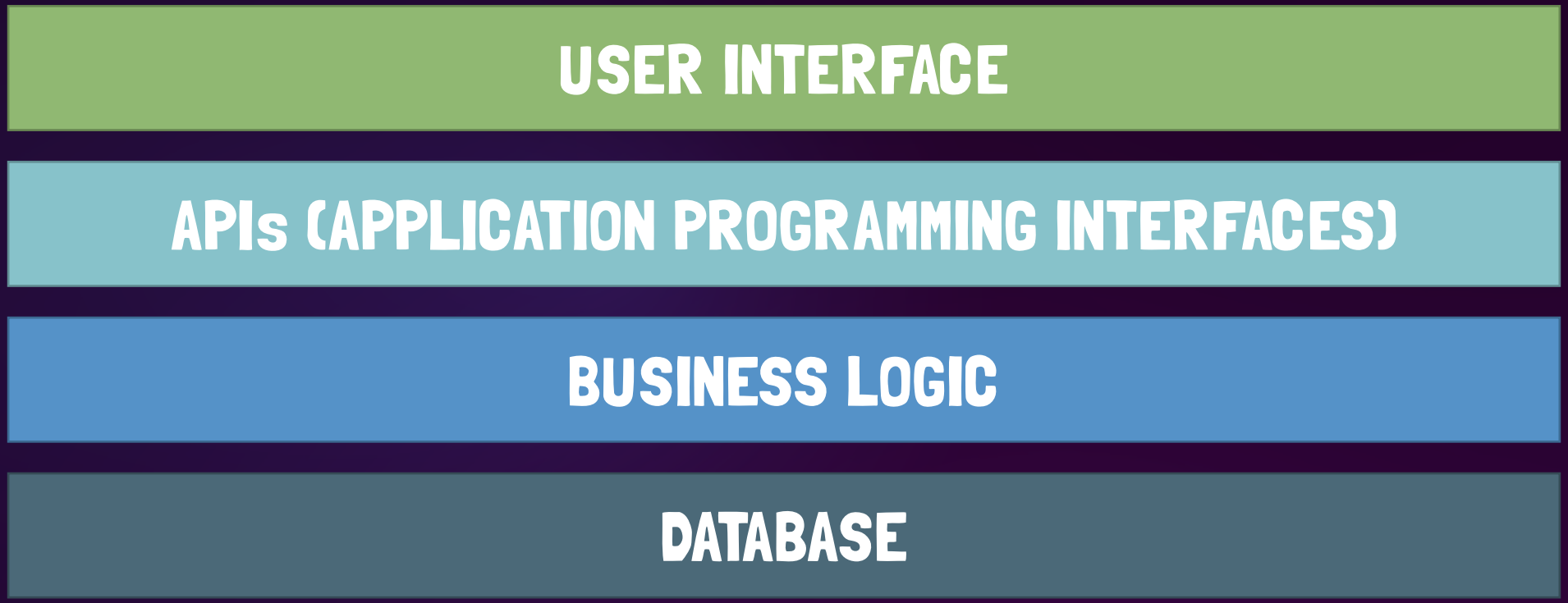
ECOMMERCE PROJECTS

Integration, interfacing, and why connect to your ERP anyway?!

integration is a technical business!

sorry!

ARCHITECTURE CONCEPTS



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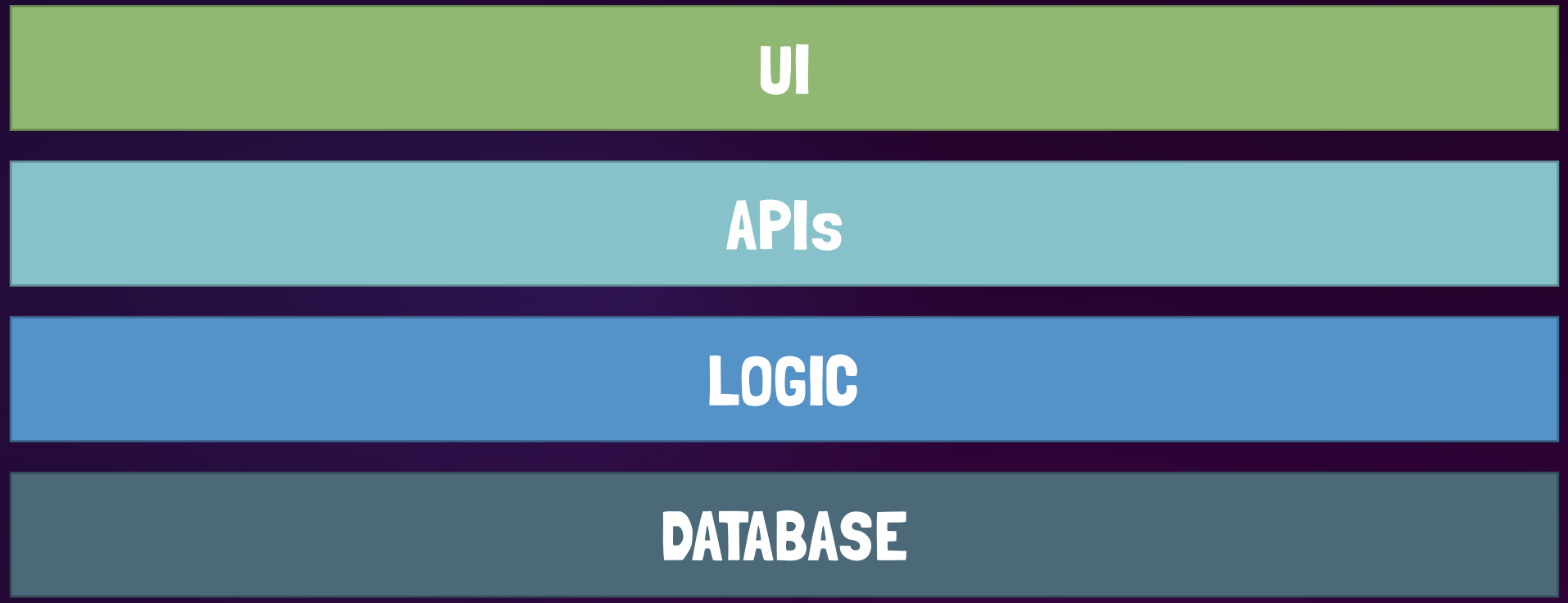

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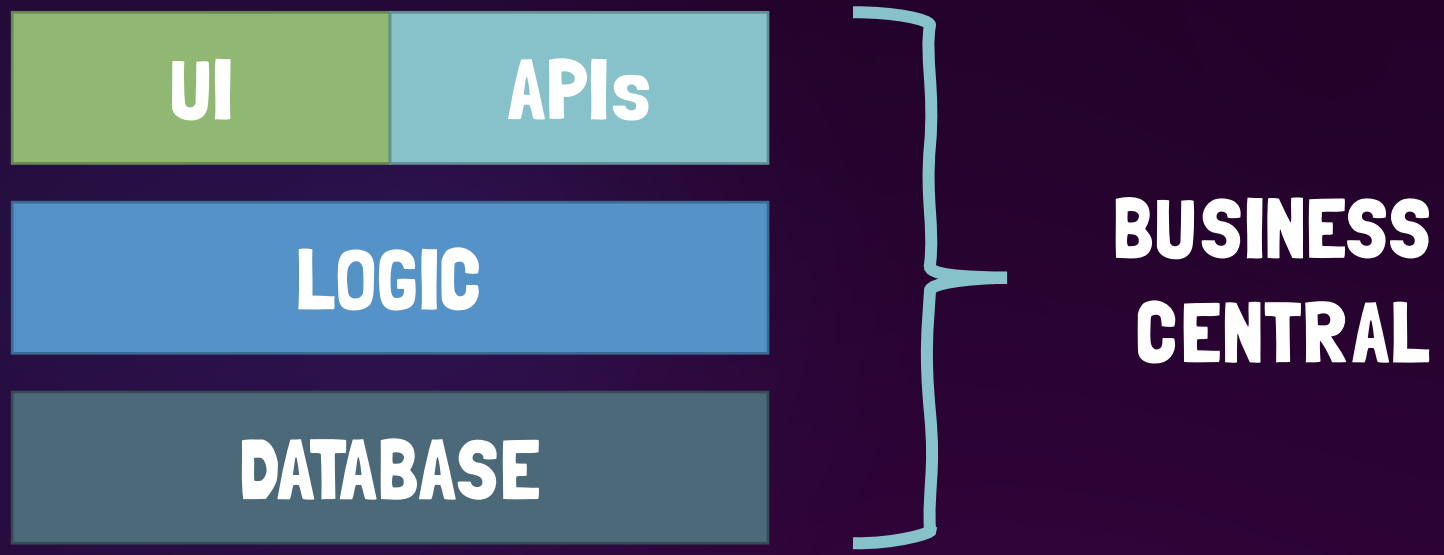

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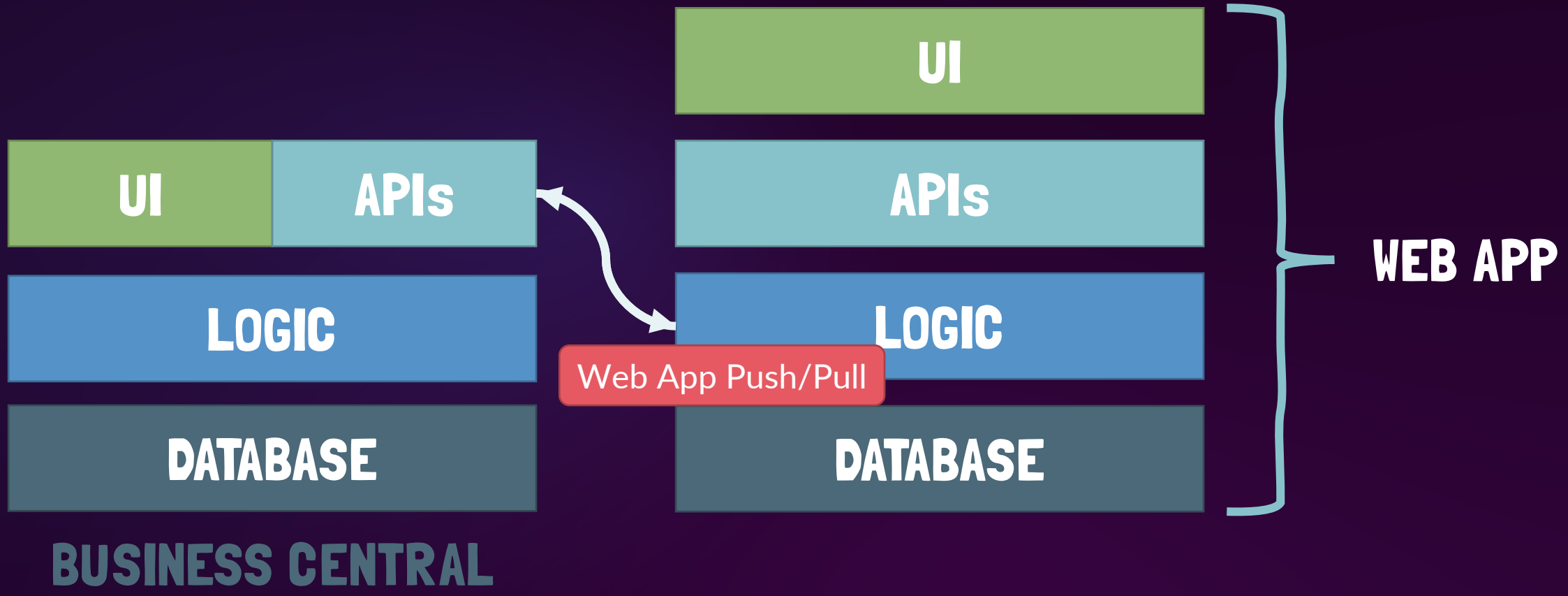

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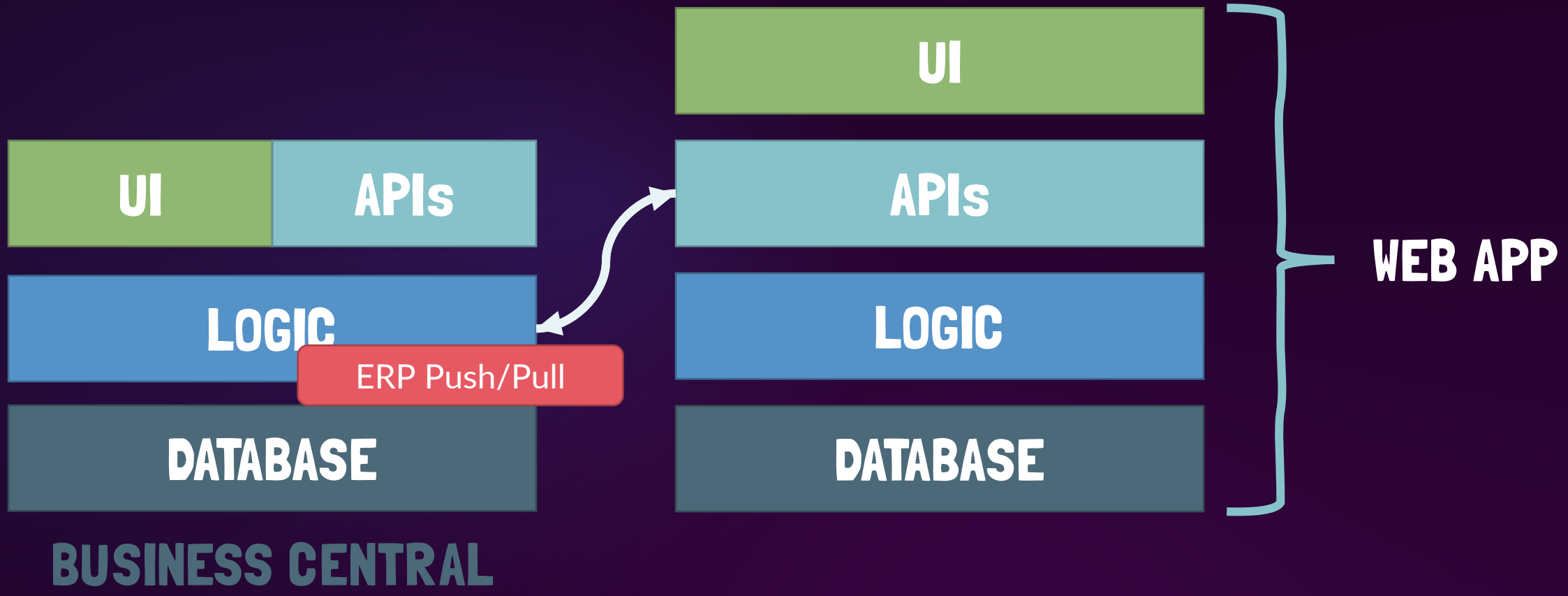

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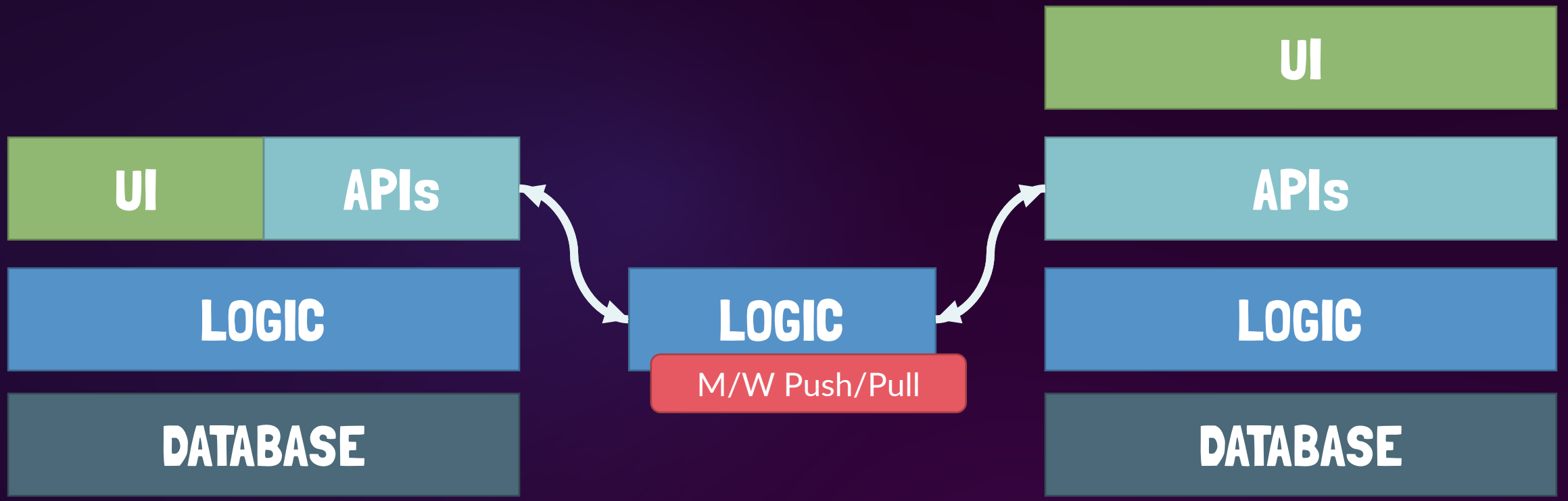

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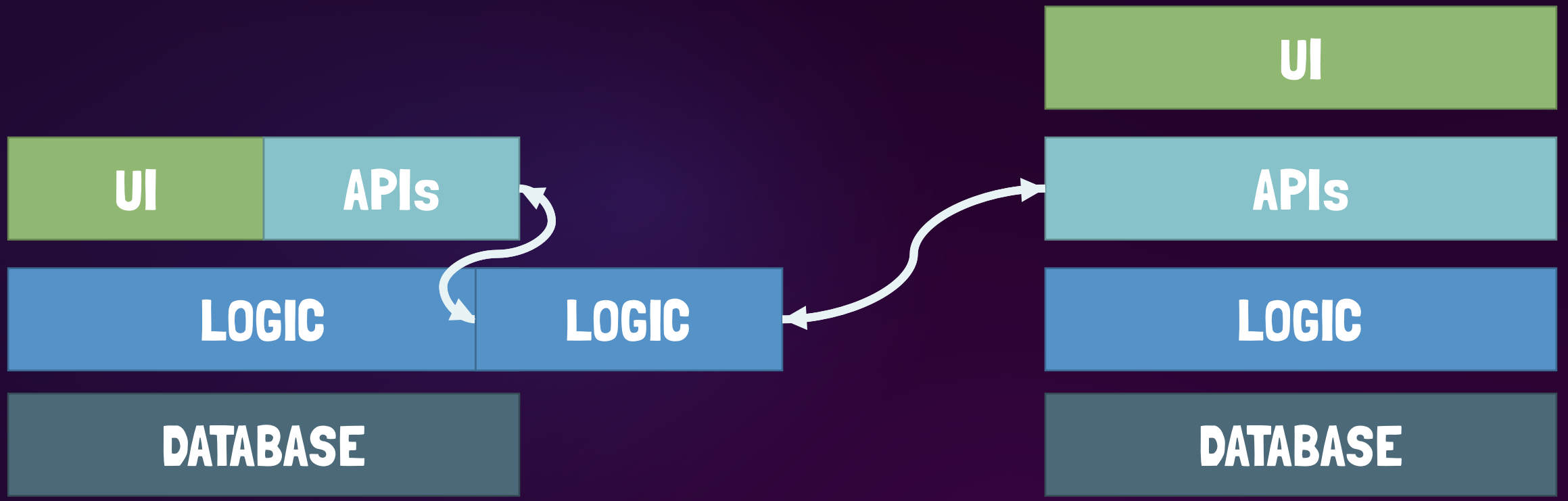
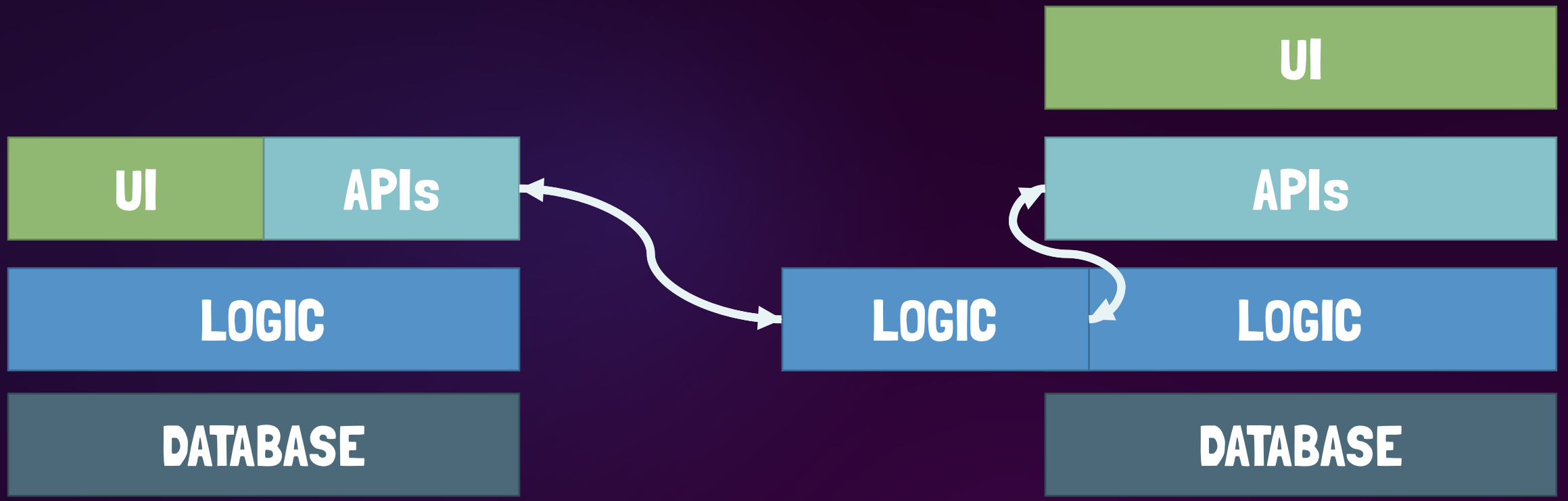


ARCHITECTURE CONCEPTS



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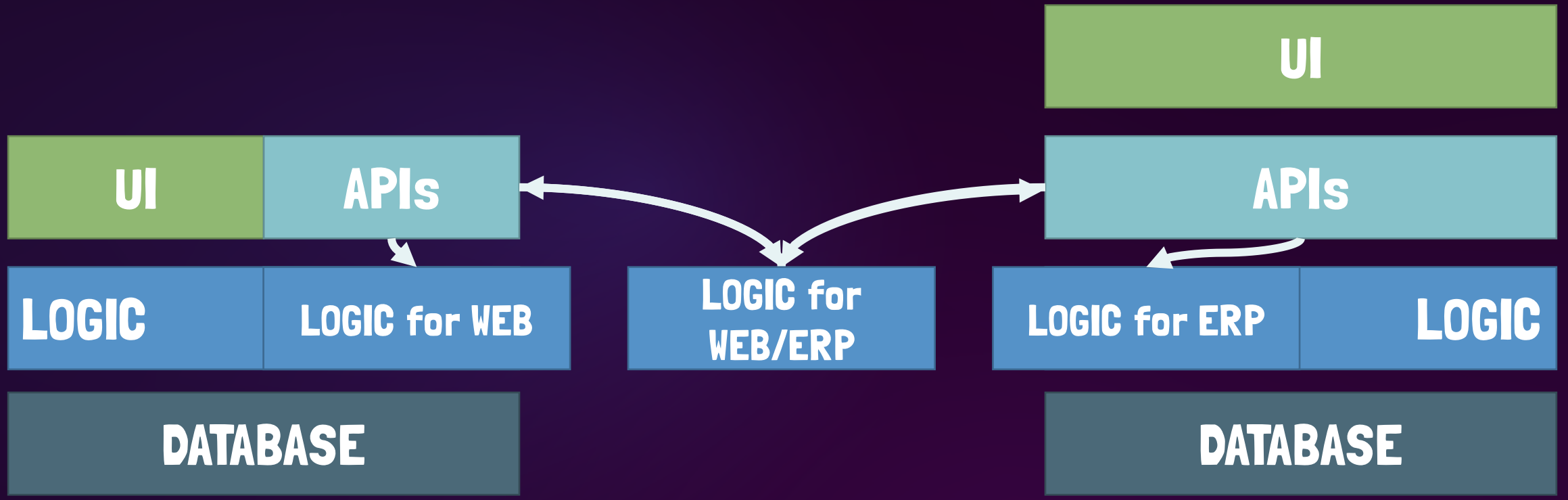

LET'S TAKE AN EXAMPLE

User Story

As a customer, I want to know whether there is sufficient stock of a product I am considering, so that I can decide whether to include it in my order

Data Flows

— Outbound Product —	— Outbound Stock —
Include the Stock Classification field: Make to Order, Non-stock, Inventory Managed	Calculate Available Quantity (if Inv Mgd): Inventory - Qty on Sales Order

LET'S TAKE AN EXAMPLE

User Story

As a customer, I want to know when I can receive delivery
product quantity, so that I can decide whether to include

Data Flows

— Outbound Product —	— Outbound Stock —
Include the Stock Classification field: Make to Order, Non-stock, Inventory Managed	Calculate Available Quantity (if Inv Mgd): Available now, arriving on PO, orderable back-to-back


```
{
"productId":"ITEM123456",
"availableQty":"3",
"orderableQty":{
            "2022-04-12":{
                        "type":"PO",
                        "date":"2022-04-12",
                        "quantity":"2"
                        },
            "2022-04-15":{
                        "type":"PO"
                        "date":"2022-04-15",
                        "quantity":"6"
                        },
            "2022-04-12":{
                        "type":"back-to-back"
                        "date":"2022-04-18",
                        "quantity":"100"
                        }
            }
}
```

+ Hover to zoom | Click to enlarge

V-Pot MDF Aln Round Wht 14x30x30cm

Item No. C67_SML_W

★★★★½ Read 3 reviews | Write a review

This beautiful designer pot made from recycled plastic is frostproof and therefore suitable for all seasons in the garden or on the terrace. The pot has an integrated water reservoir so your plants will always have enough water. These flower pots are made from high-quality plastic, are easy to clean

› Read full description

$101.72 price per Piece incl. tax

› View volume discount

In stock

Variant

MEDIUM

− 1 + Piece

Add to cart ›

♥ Add to wish list

☐ Compare product

+ Hover to zoom | Click to enlarge

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› View volume discount

Variant

MEDIUM

2 Piece

Available from Tuesday

Add to cart ›

Add to wish list

Compare product

+ Hover to zoom | Click to enlarge

V-Pot MDF Aln Round Wht 14x30x30cm

Item No. C67_SML_W

Read 3 reviews | Write a review

This beautiful designer pot made from recycled plastic is frostproof and therefore suitable for all seasons in the garden or on the terrace. The pot has an integrated water reservoir so your plants will always have enough water. These flower pots are made from high-quality plastic, are easy to clean

› Read full description

$101.72 price per Piece incl. tax

› View volume discount

Variant

MEDIUM

5 Piece

Available from next Friday

Add to cart ›

Add to wish list

Compare product

+ Hover to zoom | Click to enlarge

V-Pot MDF Aln Round Wht 14x30x30cm

Item No. C67_SML_W

★★★★½ Read 3 reviews | Write a review

This beautiful designer pot made from recycled plastic is frostproof and therefore suitable for all seasons in the garden or on the terrace. The pot has an integrated water reservoir so your plants will always have enough water. These flower pots are made from high-quality plastic, are easy to clean

› Read full description

$101.72 price per Piece incl. tax

› View volume discount

Variant

MEDIUM

− 5 + Piece

Available from **next Friday**

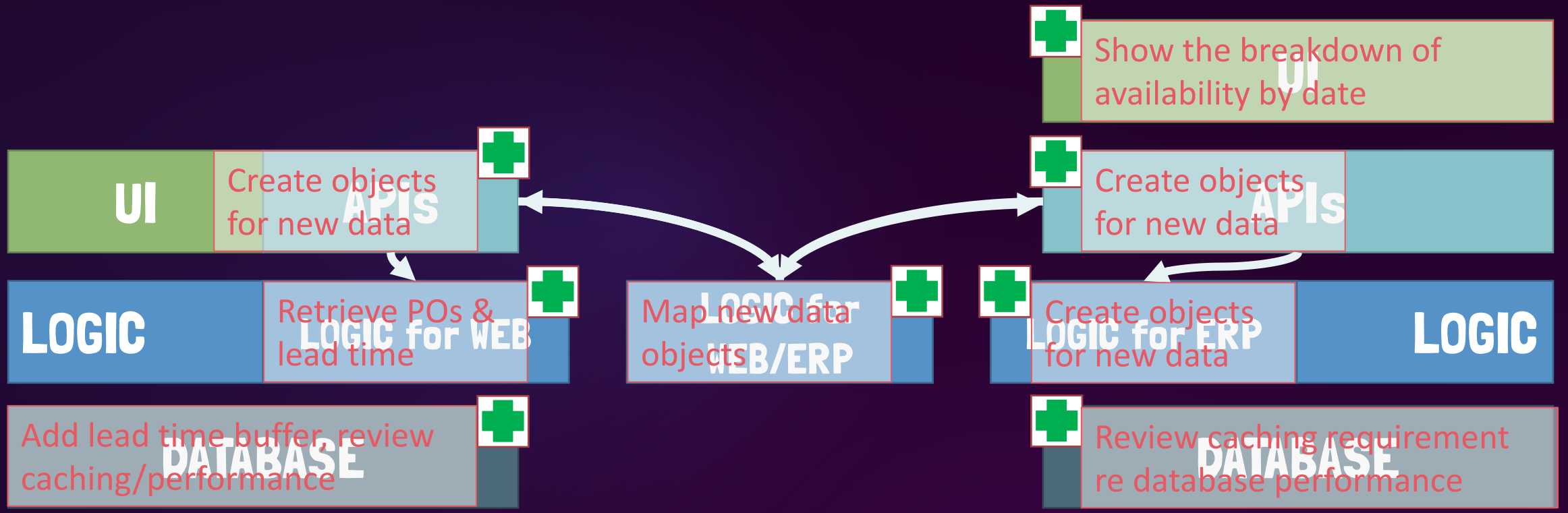
Quantity	Status	Available from
1	In stock now	Today
+2	Arriving soon	Tuesday (12th)
+6	**Arriving soon**	**Friday (15th)**
+100	Available to order	Monday (18th)

Add to cart ›

♥ Add to wish list

☐ Compare product

"A SMALL MOD"


UI
Create objects for new data
APIs
LOGIC
Retrieve POs & lead time
LOGIC for WEB
Add lead time buffer, review caching/performance
DATABASE
Map new data objects
LOGIC for WEB/ERP
Show the breakdown of availability by date
UI
Create objects for new data
APIs
Create objects for new data
LOGIC for ERP
LOGIC
Review caching requirement re database performance
DATABASE
BUSINESS CENTRAL
MIDDLEWARE
WEB APP

BUT WAIT! THERE'S MORE...

User Story

As a customer, I want to know when I can receive delivery of a specified product quantity, so that I can decide whether to include it in my order

Data Flows

— Outbound Product —	— Outbound Stock —
Include the Stock Classification field: Make to Order, Non-stock, Inventory Managed	Calculate Available Quantity (if Inv Mgd): Available now, arriving on PO, orderable back-to-back

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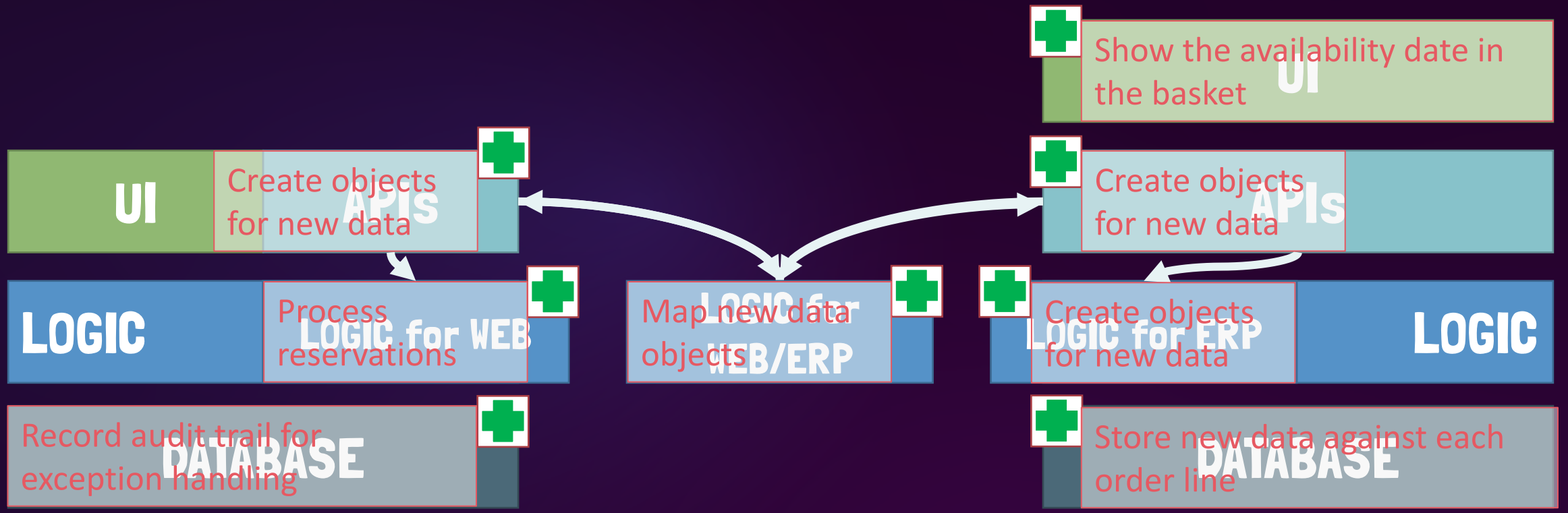
As a customer, I want to know when I can receive delivery of a specified product quantity, so that I can decide whether to include it in my order

Data Flows

— Outbound Product —	— Outbound Stock —	— Inbound Orders —
Include the Stock Classification field: Make to Order, Non-stock, Inventory Managed	Calculate Available Quantity (if Inv Mgd): Inventory - Qty on Sales Order	Reserve quantities against inventory/ expected receipts/replenishment

"ANOTHER SMALL MOD"



IS INTERFACING REALLY WORTH IT?!

Improve speed of data transfer

Reduce errors in data transfer

Improve customer journey

Improve customer experience

Improve customer retention & growth

Increase productivity by saving staff time

Gain insights from combined data sources

Improve control with better data insights

Drive down operational costs

build your business case

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INTERFACE PROJECTS

Connecting two disparate systems

We are The Power People
We are The NAV People
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INTERFACE PROJECTS

Connecting two disparate systems

- Roles & Responsibilities
- Data Flows
- TNP Project Accelerators
- Demo
- Customer Examples

ROLES & RESPONSIBILITIES

front-end

User Story

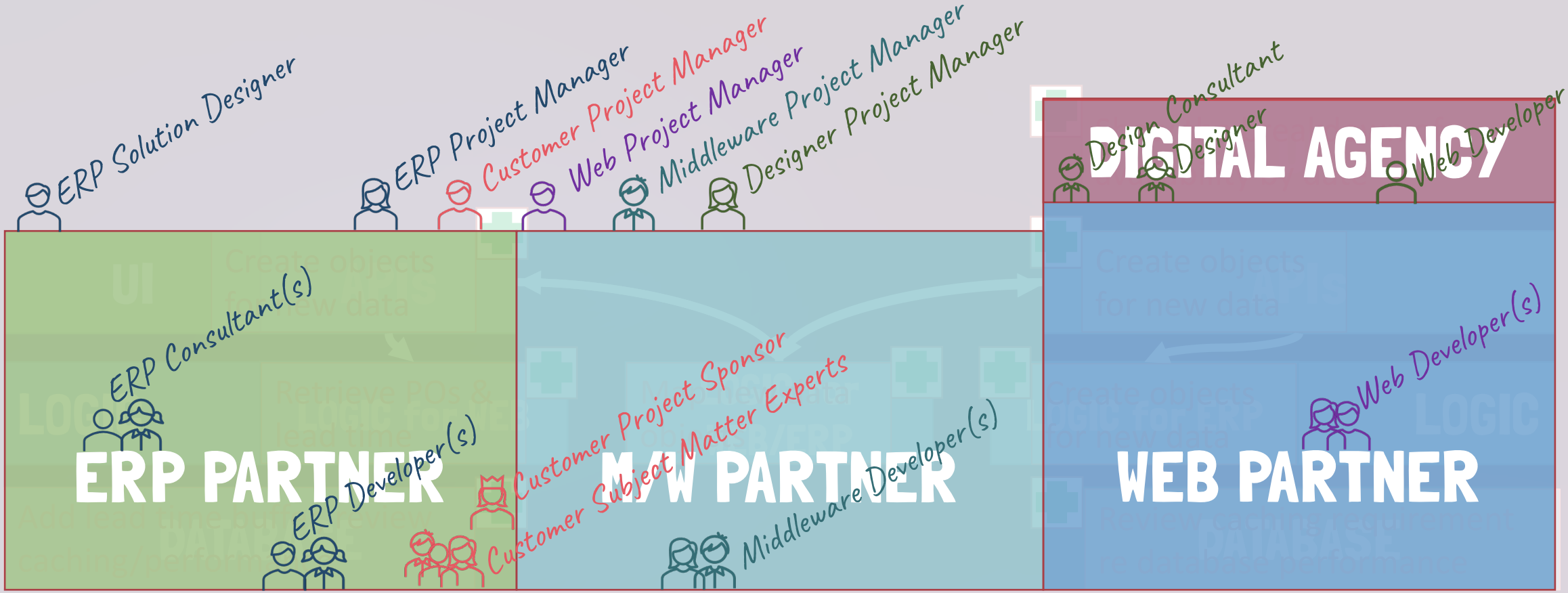
As a customer, I want to know when I can receive delivery of a specified product quantity, so that I can decide whether to include it in my order

back-end

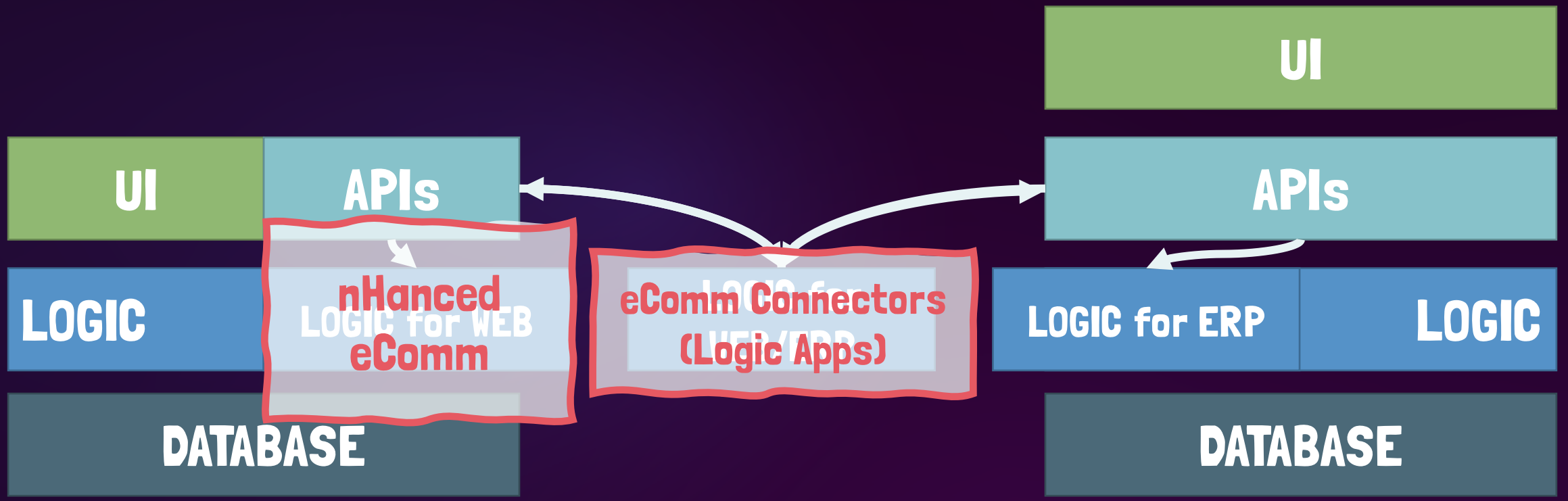
Data Flows

— Outbound Product —	— Outbound Stock —	— Inbound Orders —
Include the Stock Classification field: Make to Order, Non-stock, Inventory Managed	Calculate Available Quantity (if Inv Mgd): Inventory - Qty on Sales Order	Reserve quantities against inventory/ expected receipts/replenishment

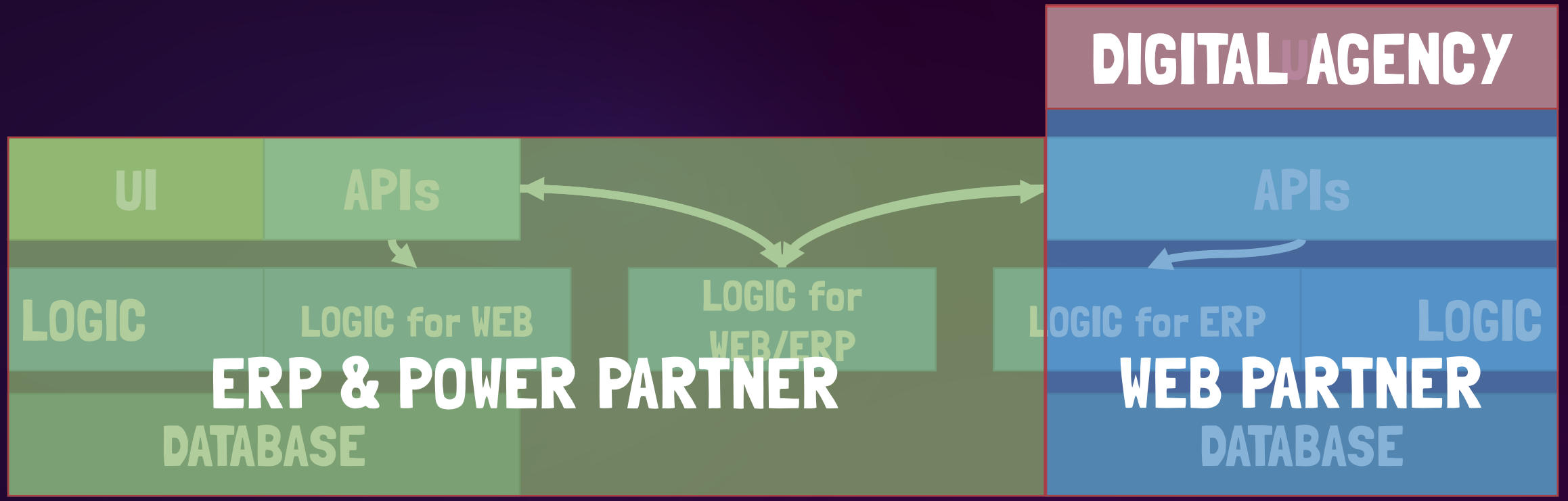
ROLES & RESPONSIBILITIES



TNP PROJECT ACCELERATORS



ROLES & RESPONSIBILITIES



DATA FLOWS - NHANCED ECOMM

Product Data

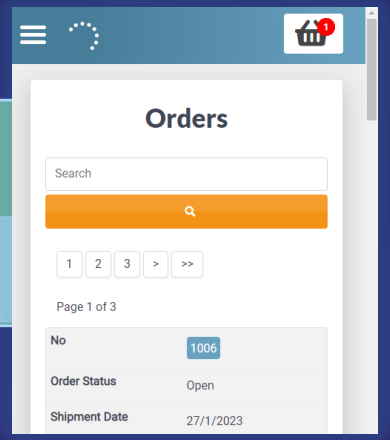
Stock levels	Variants	Attributes	Categories

Sales Data

Customer Pricing	VAT/Tax	Credit Limits	Payments

Fulfilment & After Care Data

Shipments	Invoices



DEMO

JoJo Maman Bébé

THE MODIST

PEARCE SEEDS

TANGLE TEEZER

Tom Dixon.

Cofresco

healthspan

MATCHESFASHION.COM

pfuk

FEELUNIQUE

SOLO// SPORTS

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SANA COMMERCE PROJECTS

All-in-one eCommerce

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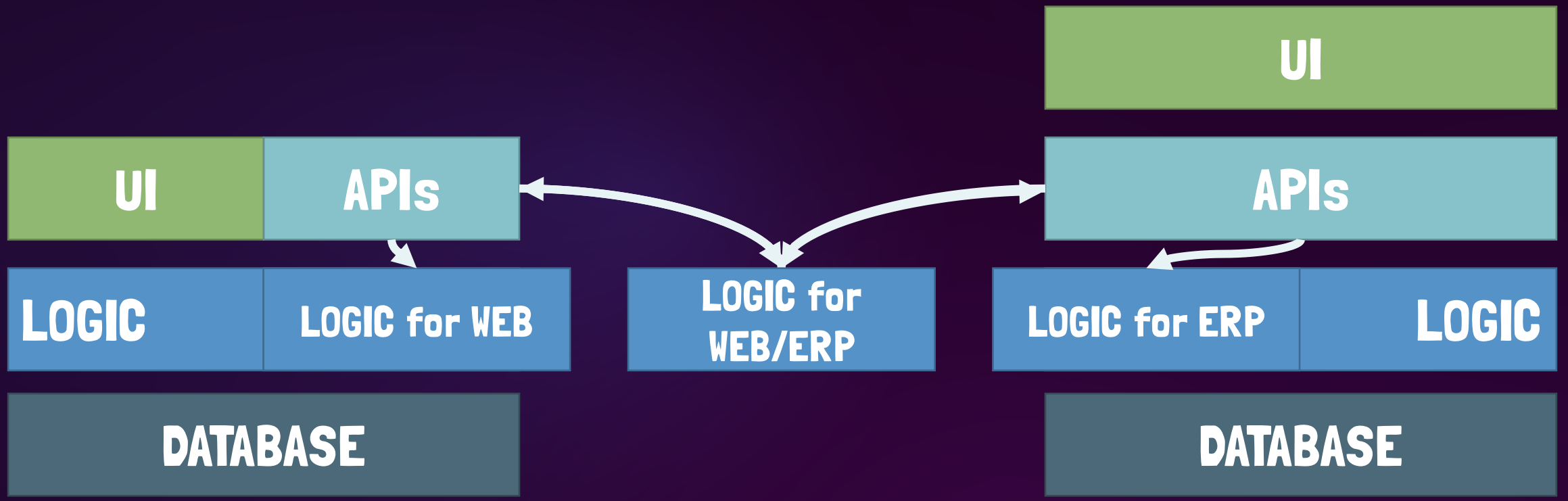
We are The NAV People
We are The 365 People

PROJECT ACCELERATORS



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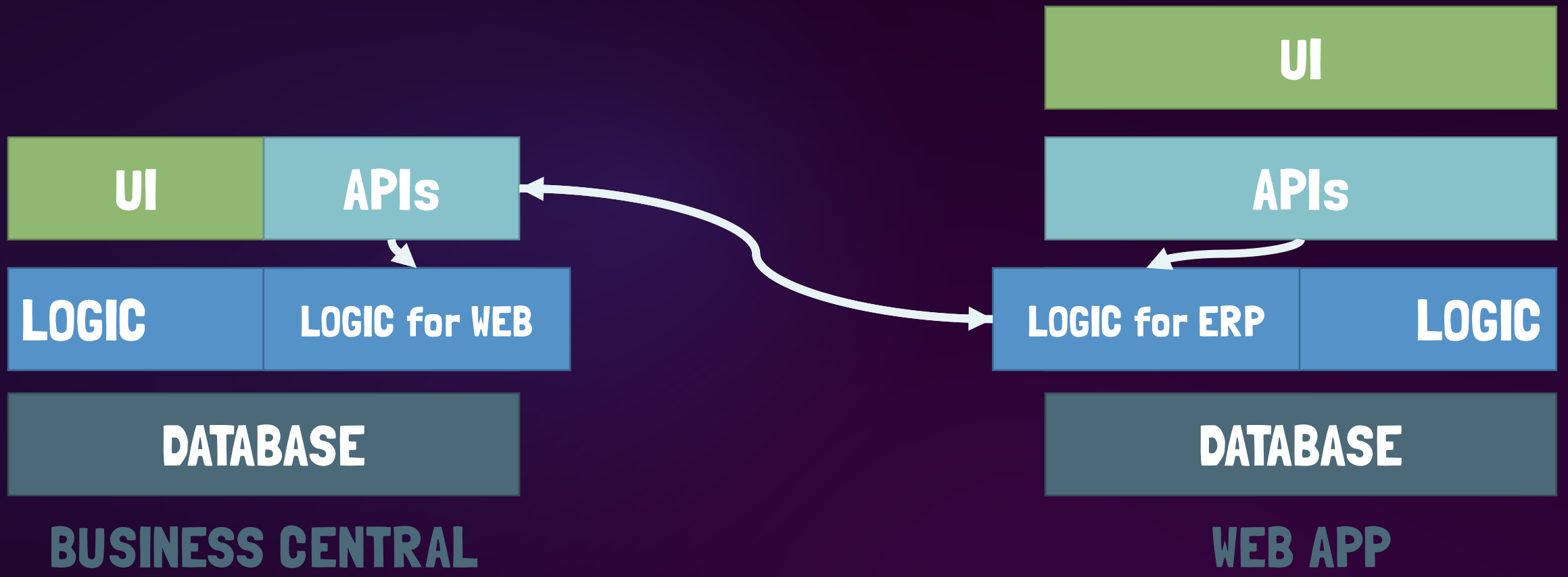

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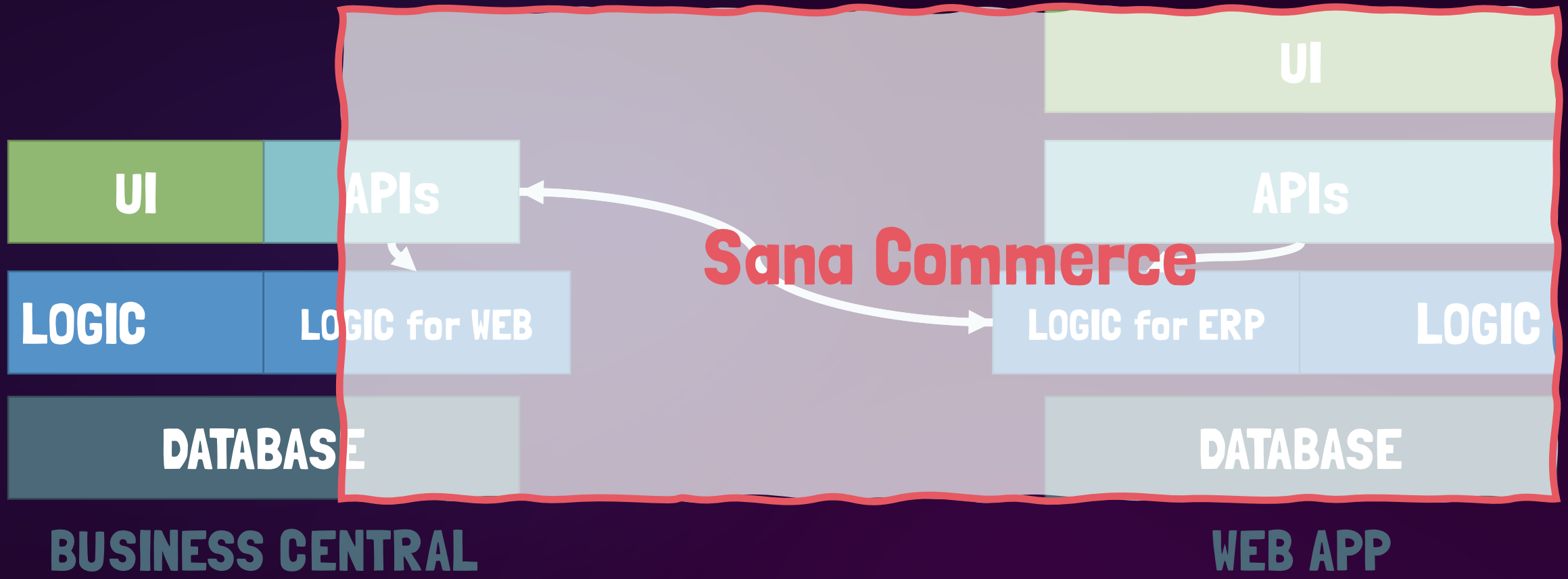
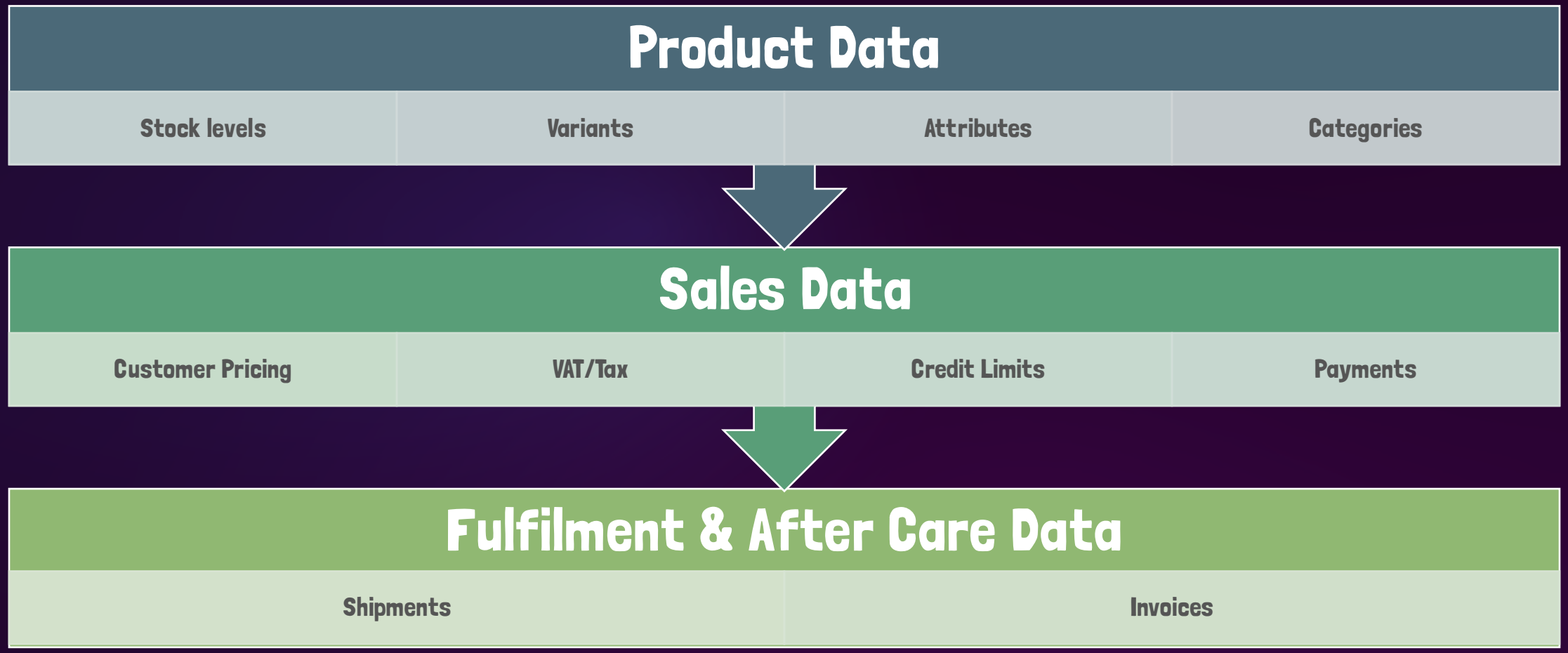
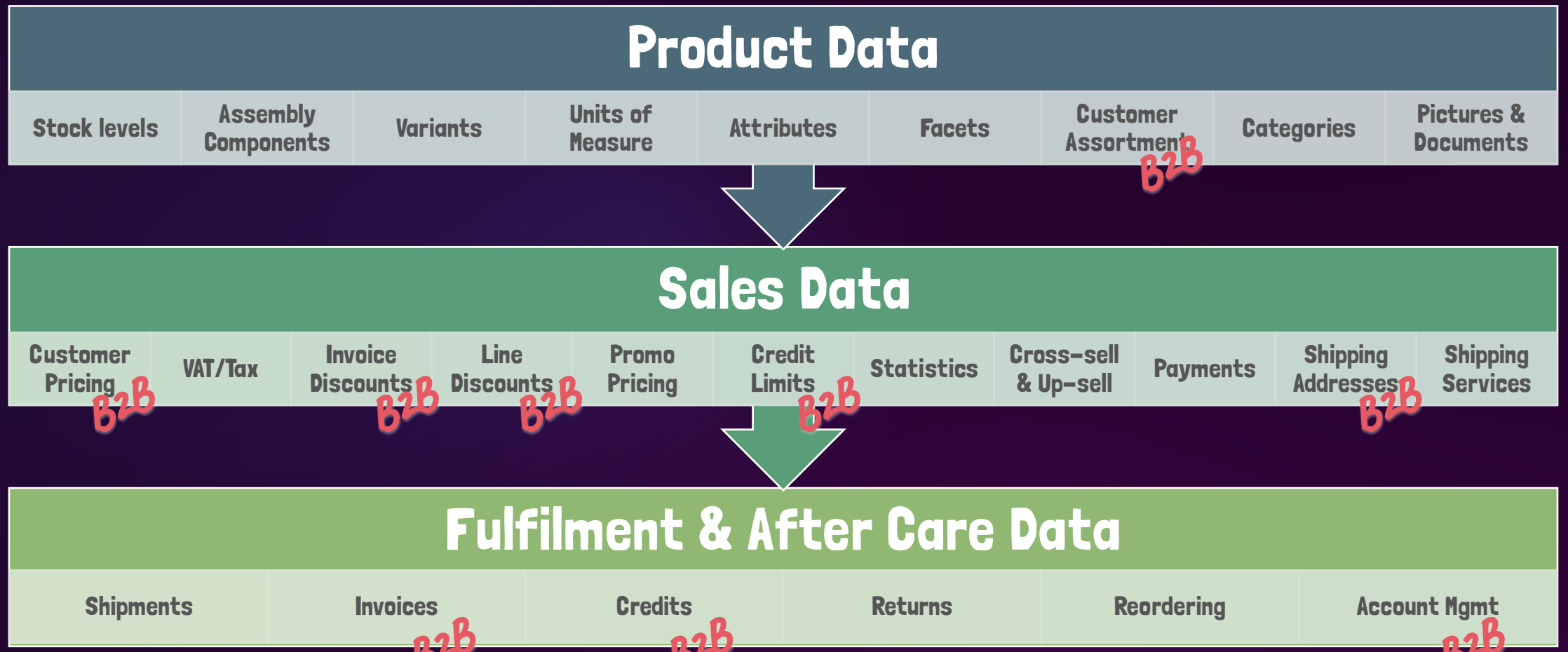


ROLES & RESPONSIBILITIES

DATA FLOWS - NHANCED ECOMM



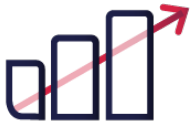
DATA FLOWS – SANA



SOME WORDS ABOUT SANA

just briefly (visit their exhibitor stand)

Sana Commerce in Numbers



+35%

year-over-year growth

400+

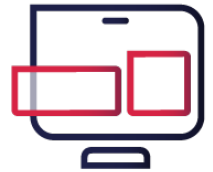
employees

8

offices in Europe, U.S. and Asia

200

partners worldwide



1,600+

active customers

sana

Partner & Industry Recognition

FORRESTER®

Cited in Forrester Wave™
2020, 2018 and 2017

Microsoft preferred solution
for Dynamics 365

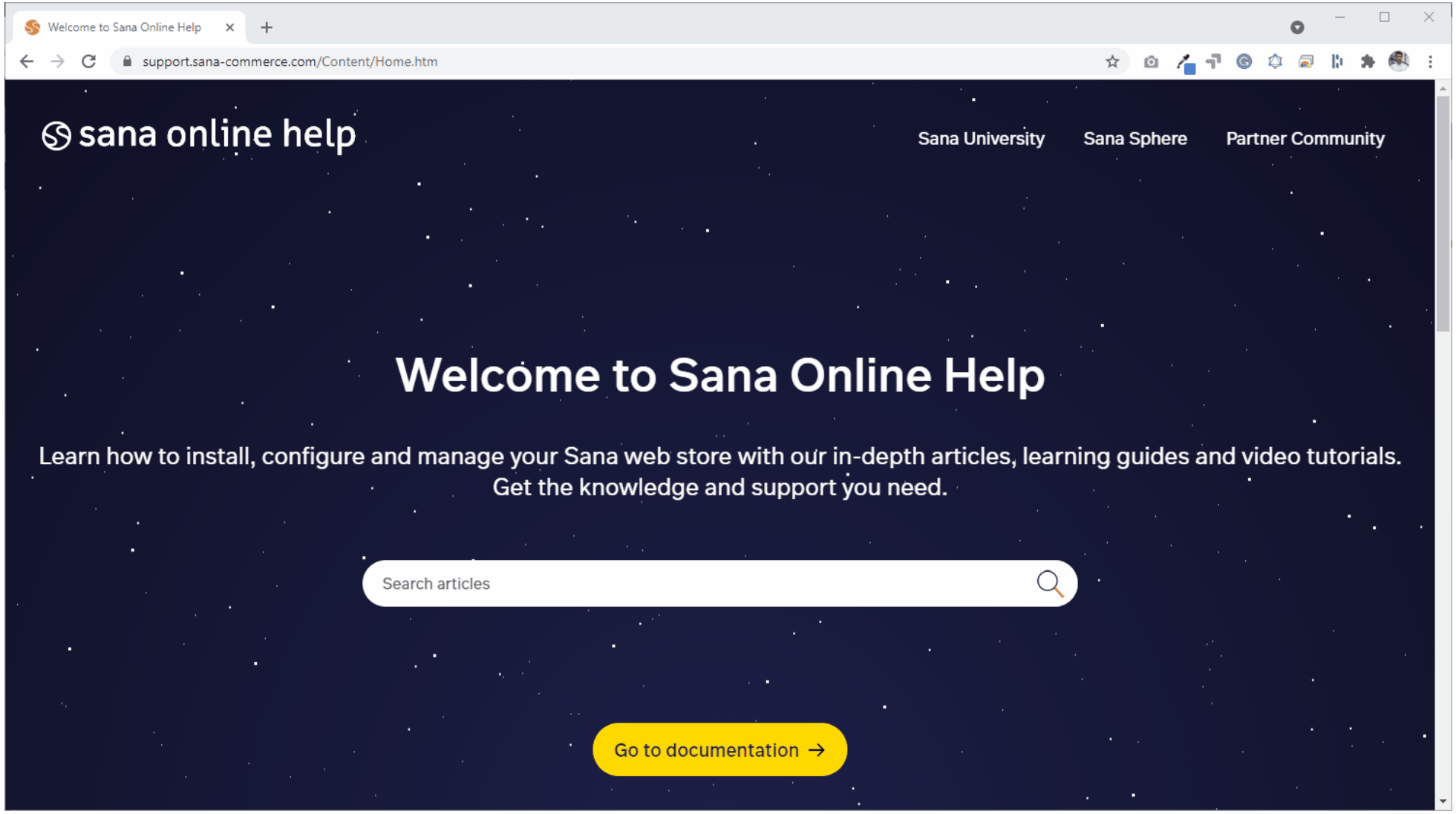
Microsoft Dynamics ISV
Partner of the Year 2017

Microsoft Partner
Microsoft

Gold Data Analytics
Gold Enterprise Resource Planning
Gold Application Development
Gold Cloud Platform
Silver Datacenter

sana

A new release every two weeks!



DEMO

FAVE FEATURES

- It's a speedy Single Page App (SPA)
- It has a lovely drag & drop designer with powerful content management tools that allow pretty much any change you want to the front-end layout and design
- All the Data Flows are ready-connected – e.g. custom fields are supported natively
- It has a fantastic optional BI add-on – Sana Commerce Insights – that provides a huge amount of data acuity straight out of the box – and also *integrated*!

COMPANY
SHOP
GROUP

hope

DRENNAN

Baker
FURNITURE

WELEDA

JFC
AGRI

FUJITSU
FUJITSU GENERAL
UNITED KINGDOM

Schumacher
racing-cars.com

BONZER®

WILLIAM TURNER
SCHOOLWEAR ACCESSORIES
Est
1969

CROWCON
Detecting Gas Saving Lives

BGC Wholesale

Robert
Scott

BRIGADE

CARLISLE
FLUID TECHNOLOGIES

STRINGS
&THINGS
LTD.

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SESSION OUTRO

Sana versus The Rest of the World

SUPPORTING NOT SELLING

"Our mantra is support, not sell, and we work together to provide some great services and products."

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- To gain insight into some of the key considerations when connecting end-to-end processes between ecommerce and ERP systems
- To provide a high-level comparison between the Sana Commerce plug-and-play ecommerce platform and other interface projects for third-party systems

TAKEAWAYS

With Mayo & Curry Sauce

- Integration isn't necessarily *hard* but can be very *complex*
- The various project parties can be difficult (and costly!) to orchestrate
- As an ecommerce solution native to NAV/BC, Sana takes away a lot of complexity, allowing you to focus on the Customer Journey and Experience

DON'T FORGET TO RATE THIS SESSION IN THE USER DAY APP

THE END

thank you for coming!