



FACT SHEET



# Clever Landed Costs

Stop inaccurate landed cost calculations eating into your profit margins with Microsoft Dynamics 365 Business Central

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## Product Overview

Designed to provide complete cost visibility from receipt to invoice. Expected and actual costs are accrued early and allocated accurately, ensuring inventory valuation, sold inventory and financial ledgers reflect the true cost of goods.

### Benefits

- Accurately calculate true landed cost by defining all import-related cost types and allocating them using real-world logic including weight, volume, value, quantity or fixed amounts
- Manage landed costs across the full import lifecycle, not just at goods receipt – even when invoices arrive weeks later
- Accrue landed costs at the correct stage of the goods journey to improve margin accuracy and cashflow visibility
- Track containers across multiple purchase orders, suppliers and invoices for complete import cost visibility
- Support Incoterms-driven cost responsibility, ensuring costs are owned, accrued and valued correctly throughout the import process
- Differentiate between duty-inclusive and post-port costs for more accurate inventory valuation
- Match actual supplier invoices to expected costs and analyse landed cost variances with full transparency
- Improve decision-making with accurate unit costs reflected directly in Dynamics 365 Business Central item costs and cashflow projections

### Requirements

Dynamics 365 Business Central

## Importing products and struggling to correctly calculate the real unit cost?

Spending hours trying to allocate transports costs, custom & duties, insurance, currency conversion etc. to your supplier's unit cost in Microsoft Dynamics 365 Business Central?

If these types of charges make up a significant proportion of the overall cost of the items you import, discover how Clever Landed Costs can help you keep on track and in the black!

**“Intensified global competition has made accurate product cost information crucial to competitive success.”**

Harvard Business Review



## Tracking the true costs of importing

Landed cost is the total price of a product or shipment across the import journey, once all costs have been applied.

The landed cost includes the original price of the product plus all freight fees (both inland and ocean), customs, duties, taxes, tariffs, insurance, currency conversion, crating, handling and bank fees. All of these individual costs are part of the value of the received goods.

But many of these costs are invoiced separately (such as shipping/ container costs), span multiple purchase orders and arrive after the items have been successfully delivered.



## Compete successfully with confidence in your pricing & margins

No accounting team at any SME has time to spend on manual landed cost calculations, and no business owner wants to lose out on profit through missed/incorrectly allocated item costs. So, automating and streamlining these cost calculations is essential in today's global market.

If your business is involved in international trade, importing goods from other countries should enhance your profitability, not harm it. It's critical to get landed costs right if you want to succeed. No business wants to lose customers (due to estimating costs too high) or revenue (by estimating costs too low).

However, for most businesses landed costs is something managed by a series of disconnected spreadsheets – which don't hold up to date information on currencies, duties and shipping. This can leave you vulnerable when sudden changes in the market cause your overall predicted profitability to be skewed thanks to currency fluctuations or changing costs.



## Measure costs right: Make the right decisions

No matter what the currency, on any given day you might be managing product costs, transport, duty and even testing costs.

Balancing the books to reflect these charges and the impact on your margins is vital to keep your business ticking over and to support your growth.

Visibility of all your unit costs with Clever Landed Costs for Dynamics 365 Business Central means more informed decision-making and less risk for your business.





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