

# Automating the process of managing a large volume of deals across multiple sites - large distributor in the USA

## Background

With over a thousand branches and hundreds of thousands of stock items, this business had a huge issue with managing rebates. Everything was being managed on spreadsheets, and they experienced many of the usual issues such as version control and human error.

They commissioned a firm of consultants to review their options and invited several software companies to tender for a solution.

Their aim was to find a solution that automated as much of the rebate reconciliation process as possible and thereby reduced their reliance on a few skilled spreadsheet users.

## Why they chose DealTrack

DealTrack was the ONLY solution that met all of their needs. In fact, at the time, they struggled to find any alternatives. Added to that, Enable already had customers from the same industry sector using DealTrack to address similar issues.

## Our solution

DealTrack standard software was implemented together with an interface to Lawson financial software to extract transactional data. Within 10 months they had dispensed with all spreadsheet solutions and were fully operational with DealTrack. We had built interfaces and loaded all data for products, branches and deals from their core ERP system which was based on Lawson software.

## The results

ALL rebate deals and transactions are captured in one place. The standard reports and enquiries are providing accurate, up-to-date information to facilitate better deal negotiation, and the finance team are no longer reliant on the knowledge held by a few people.

## At a glance

- Replaced complex spreadsheets
- Reduced risk and error significantly
- Provided a consistent approach to managing rebate deals
- Integrated with Lawson to extract transactional data
- Consolidated information across multiple branches
- Provided accurate information for better deal negotiation



# Passionate about software enabling profitable growth

Enable was spun out of DCS Group, which is recognised as one of the fastest growing businesses in the UK.

DCS provides central distribution for P&G, Unilever, Colgate, PZ Cussons, SC Johnson, Reckitt Benckiser, Kimberly-Clark and many more into the majority of retailers smaller than the big 4 supermarkets. The company has achieved year on year growth through effective joint business plans and slick, efficient execution.

DCS started in 1994 and soon realised that effective use of technology would be key to achieve its growth ambitions. The company experienced difficulty finding the right solutions, and eventually set out to develop its own software.

Suppliers were so impressed that they asked whether DCS could implement software solutions for them. Enable was born in 2000 to service this demand, and has since grown every year in its own right.

Today, DCS has 320 staff and £200m turnover. Enable has 50 staff and £4m turnover. Both companies are 100% privately held. We have leading edge technical capability with the grounding and industry expertise of distribution.

In addition to our substantial knowledge in wholesale and retail, Enable also has significant experience in the builders merchants arena having worked with and implemented software solutions for Affiliated Distributors, Grafton Merchanting, Morrison Supply, Travis Perkins and Wolseley UK.

