The Complexity of Staying Competitive in Wholesale Distribution

In the marketplace today, wholesale distribution has become increasingly complex as suppliers struggle to balance increased competition, high customer expectations, and low profit margins.
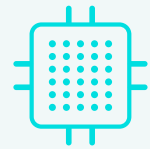
Disintermediation & Growing Customer Expectations:

- The growth of wholesale marketplaces has enabled manufacturers to transact directly with retailers, effectively cutting distributors out of the equation.
- To stay competitive, distributors need to offer value-added services to differentiate themselves from the manufacturers.

Tight Margins

- Increased competition from the global marketplace means distributors need to offer competitive prices.
- Tighter margins require that inventory costs be kept as low as possible and that business operate as lean as possible.
- Added to this, the growing number of SKUs can lead to operational and technological complexity.

Advanced Technology Adoption

- In order to stay competitive, distributors have no option but to adapt advanced technologies that will get them off siloed systems and promote visibility.
- Many sources state that 60% of all wholesale transactions are expected to occur on cell phones, even at the store level.
- For many wholesale distributors investing in technology can be expensive and time-consuming.

The trajectory of the marketplace indicates that wholesale distributors need a solution that is specifically customized to address these growing complexities.

NetSuite is the Solution

Fortunately, technological advances, such as the **Cloud and Software as a Service (SaaS)**, have promoted significant growth in the unification and deployment of business solutions software.

By establishing business operations from the Cloud, wholesale distributors are able to setup and scale their efforts through cost-effective and user-friendly technology. NetSuite is the world's most proven, trusted and deployed cloud ERP solution. There are more than 30,000 organizations and subsidiaries across more than 160 countries running their business on NetSuite in the Cloud.

With NetSuite, you can:

1

Scale with ease – agility, flexibility and scalability will power innovation and growth

2

Gain a more complete picture of your business – real-time insights into KPIs for full visibility

3

Future proof your organizations – software that is always current and ensures that customizations are carried forward

NetSuite provides cloud financials, CRM, ecommerce, HCM and professional services automation management for all organizations from fast-growing midsize companies to large global organizations. Additionally, each component of NetSuite is modular, enabling it to be deployed and integrated with existing investments as required. NetSuite OneWorld scales with global businesses by providing complete multi-subsidiary management and support for local accounting regulations.

Click here to view the full NetSuite 2017 Brochure

YOUR TRUSTED NETSUITE PARTNER

Techfino Will Deliver the Solution

Techfino is a specialized consultancy and development group with proven experience designing, building, and maintaining NetSuite applications.

We have developed best practices to gather and understand core business requirements and to implement NetSuite ERP, CRM, and e-commerce solutions for our clients. With years of experience as a NetSuite systems integrator and a focus on exceptional client satisfaction, Techfino can help drive productivity and cut IT costs across your organization.
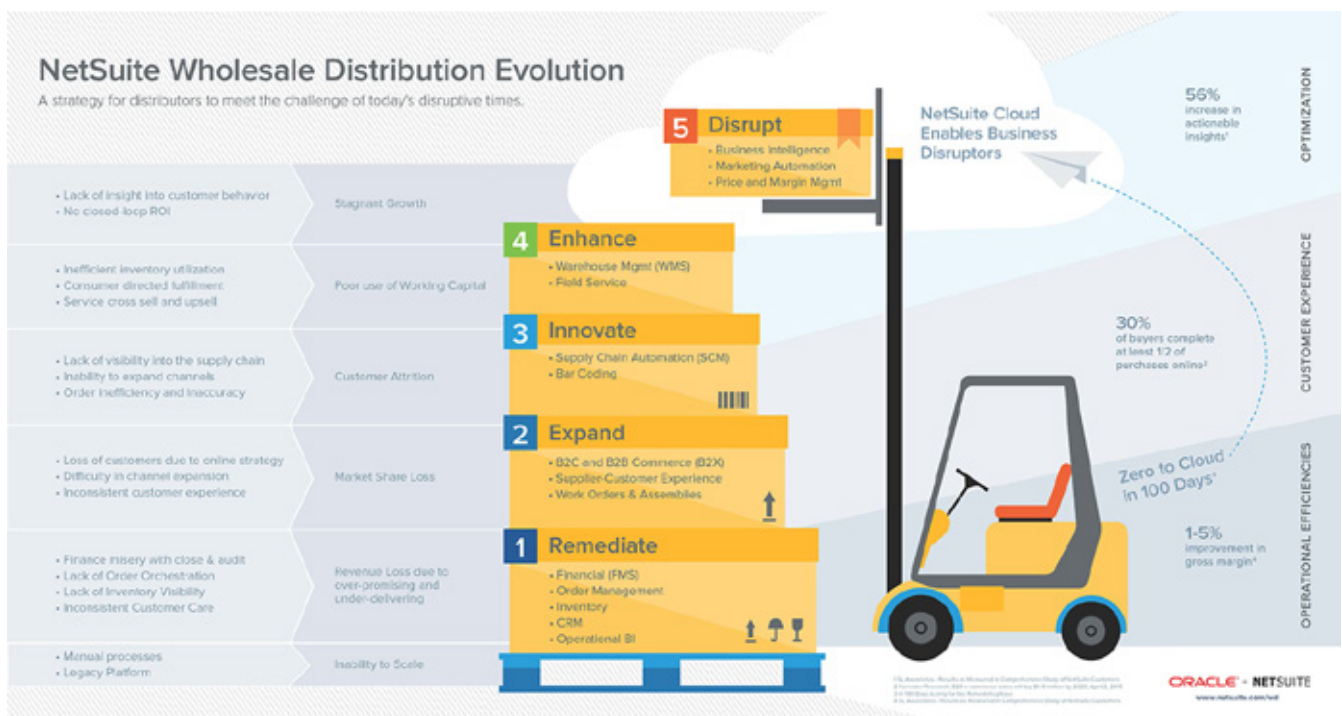
For organizations that recognize the value in leveraging NetSuite's cloud-based business solutions and wish to get on the cloud at an accelerated pace, we are also a SuiteSuccess-enabled partner.

From 0 to Cloud in 100 Days or Less

To guarantee wholesalers' success in adapting to cloud and SaaS-based technologies, NetSuite has introduced SuiteSuccess. For interested Wholesale Distributors, SuiteSuccess offers the complete NetSuite package designed with implementation efficiency and best practices to transition your business from the ground to the cloud in less than 100 days.

SuiteSuccess for Wholesale Distribution is the result of NetSuite's decades of experience and expertise in solving wholesale distribution related business problems.

NetSuite delivers a unique set of processes, activities and systems specifically designed to deliver rapid value. It provides wholesale distributors with a strong foundation to transform their business with a pre-configured solution and methodology that includes:

- Detailed workflows
- Pre-configured functional roles
- Real-time reporting and dashboards
- Key Performance Indicators

Rapid Implementation

Expert implementation equips customers to make the most of NetSuite and expand towards next-generation solutions.

- Implementation in 100 days
- Proven leading practices
- Pre-built configurations
- Turnkey setup and training
- Automated bi-annual zero cost updates

Proven ROI

NetSuite uses the experience gained from thousands of wholesale distribution deployments to increase ROI.

- 20-30% reduction in inventory costs
- 60-80% reduction in customer back orders
- 2-10% increase in revenue performance

SuiteSuccess uses thousands of successful projects to bring the industry's best practices to your business. The focus is on enabling customers to rapidly meet their business objectives and seamlessly grow and scale with NetSuite

Leveraging the Benefits of NetSuite and SuiteSuccess for Wholesalers

CUSTOMER MANAGEMENT
Wave planning, cartonization, labor planning, dynamic slotting features with 360-degree view, enhanced reporting and automation management help clients reduce their customer back orders by 60%-80% and improve their overall delivery efficiency by 75%-80%.

INVENTORY MANAGEMENT
Vendor portals, supplier collaboration, buyers' scorecards, and contracts features help clients cut their inventory costs by at least 20%-30%, improve their fulfilment and back orders by 75%-85% and reduce their inventory planning cycles by 20%-30%.

BUSINESS VISIBILITY
With 360-degree visibility, actionable insights, lead scoring, segmentation, SEO, real-time metrics and ROI assessment, many wholesale distribution clients are able to improve their cross-selling and upselling capacity by 50%-80%.

IT MANAGEMENT
Superior IT management solutions including multi-tenant real-time cloud architecture, automatic updates and inbuilt embedded intelligence help clients reduce their IT support resource costs by 50% and their business continuity/disaster recovery costs by at least 70%.

FINANCE MANAGEMENT
Real-time and consolidated audit reporting features, gross margin performance of many wholesale distributors consistently increase by at least 1%-5%. Time to close financial books reduces by 30%-50% and accounting staff productivity consistently increases by 30%-50%

Techfino

Techfino's Proven Wholesale Distribution Expertise & Experience

› Industry Expertise & Experience

Techfino has aggregated experience of over 10 years with dedicated wholesale distribution experts in implementation, account management, support, product management and an executive support team.

› Multi-Disciplinary Products & Services

With NetSuite's enterprise grade product and solution offerings, you can scale up your business to support thousands of SKUs, process flows and more without worrying about the technology and infrastructure capabilities.

› End-to-End Support

We don't just implement products and leave it at that. We also help you manage your complete Wholesale Distribution account by offering consultative services. We ensure that you follow industry's best practices to achieve the desired results. Every customer receives a custom-tailored support plan with their assigned project resources.

› Proven Track Record

We have helped wholesale clients improve their operational efficiencies and margins by at least 5% and optimize their business capabilities by at least 7-10%.

Schedule a free consultation with Techfino.

+1 (877) 563-1405   contact@Techfino.com   www.techfino.com