

What an ERP Solution can do for your Business

Challenges facing Wholesale and Distribution

Blytheco
Transforming Companies

The Benefits of ERP for Distributors

Using accounting software to manage inventory and stock will inevitably lead to problems. Yet, many growing wholesalers and distributors still rely on manual processes long after outgrowing their usefulness. In today's competitive environment, many growing businesses quickly develop the same needs as large companies.

> Investing in the right Enterprise Resource Planning (ERP) system early can help increase profit margins and prevent costly mistakes in the long run.



Challenges facing Wholesale and Distribution

Inventory Management

Inventory management is the foundation of a successful wholesale and distribution business. Keeping track of stock levels is essential to maintaining the fine balance between timeliness and profitability. However, maintaining the right stock levels based on projections requires detailed sales data and reporting tools. Many small businesses still rely on spreadsheets and financial software. Manual entry systems are notoriously prone to errors and data loss, and often lack automatic back-up and cloud functionality. Additionally, when it comes to working with your team, they do not facilitate cooperation.

Keeping Up with E-Commerce

Online shopping has long expanded from the realm of B2C to B2B industries, including wholesale and distribution. When purchasing, businesses expect the same streamlined shopping experiences as consumers, including two-day deliveries and hassle-free returns. This requires software integrations that connect your front-end shopping experiences with back-end order fulfillment processes. As with any other online business, there are also issues of online privacy and security involved.

Staying Competitive

Technological advancements and industry disruptors have leveled the playing field between retailers, distributors, and manufacturers. Distribution businesses are not only facing competition from other distributors in their industry, but also directly from manufacturers. As manufacturers take on more distribution capabilities, selling directly to clients, distributors are responding by introducing private-label products. Staying competitive requires having processes in place that allows your business to adapt to changing business environments.



How Wholesale and Distribution Can Benefit from ERP

Customer Satisfaction and Retention
Improving order fill rates and fulfillment accuracy while reducing shipping errors will help build a loyal customer base. Remember: A single bad experience to drive clients to look for an alternative distributor.

Increase Visibility
Distributors can remain proactive and responsive using accurate insights into transactions and inventory levels in real-time. The right ERP system will help you identify problems areas in time and increase the profitability of your operation.

Intensify Reporting
Manual reporting is both time-consuming and error prone, carrying the risk of basing critical business decisions on faulty data. Modern ERPs contain advanced reporting tools, dashboards, and analytics capabilities to help you reach your goals.

Allow Remote Access
With a cloud ERP system, your company data will not only be securely stored, you will also be able to access critical information from anywhere, at any time.

Save Time
Reduce the time spent looking for items and manually entering order and shipment information. Store all your data in one secure place rather than importing and exporting lists from separate software systems for suppliers, inventory counts, shipping schedules etc.

Optimize Processes
Automating business processes will allow you to take on more customers at once and accommodate differentiated purchasing habits and payment methods. Modern ERP systems are designed to factor in negotiated prices and rebate structures.

Blytheco

949.583.9500
solutions@blytheco.com
www.blytheco.com

Call today to begin your software evaluation with our team. We are ready to help you start your business transformation.

Laguna Hills, CA | Atlanta, GA | Denver, CO | Minneapolis, MN