

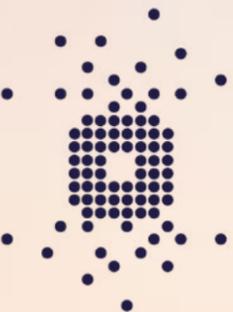


SAP[®] Qualified
Partner-Packaged Solution

INSIGHT For Wholesale Distribution Package

Buyers Guide





EXECUTIVE SUMMARY



Wholesale Distribution organisations operate in a complex and competitive environment. Execution and seamless coordination of suppliers and customers is vital to ensure optimal service and profitability levels are achieved.

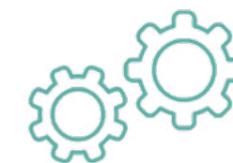
Expand beyond traditional industry boundaries and become a proactive insight-driven distributor with Insight for Wholesale Distribution.



Empower



Innovate



Transform

“ Working with Clarivos, we have delivered this transformation on time and on budget, and saved 50% of an FTE’s valuable time previously spent on report running, entering trialbalances and manipulating data. ”

The Distributor of Tomorrow



Adaptability and resilience are the biggest priorities for distributors in the new business environment. Learn how Insight for Wholesale Distribution can help your employees get the resources to respond quickly to recovery.

In today's evermore digital world, wholesale distributors must adapt to customer-specific solutions that transform the business and differentiate itself from its peers in the market. These solutions include value-added services, infinite inventory with secure logistics, project-based collaboration, and automation to align employees towards higher-value tasks.

As such, wholesalers are adapting to four key priorities:

- Value-added services
- Anything, Anywhere, Anytime' approaches
- Solution-oriented models.
- Empowering the workforce with new technologies.

Traditionally, wholesalers served customers by breaking bulk with a standard catalogue. Today, that is not enough. Customers have many new sources to buy the same products with compelling pricing and delivery options. To engage with customers, distributors need to provide something more that online can't compete with, from kitting to risk audits to logistics services, to automated tracking and more.

Insight for Wholesale Distribution is the optimal solution for wholesale organisations in the mid-market that are striving for these priorities.

Drive new revenue sources, reduce costs and differentiate your business by simplifying transformation and supporting new business models and customer specific services.

What is Insight into Wholesale Distribution & Why Do I Need it?



Insight for Wholesale Distribution is a SAP-qualified package specially curated by Clarivos, which combines the wholesale ERP capabilities of SAP Business ByDesign with the Business Intelligence offering of SAP Analytics Cloud, already configured to meet the needs of growing wholesalers in the mid-market.

Insight is the perfect solution for fast-growing wholesale businesses that want to turn growth potential into real results. It integrates every function across the organisation to time-tested best practices and provides in-depth real-time analytics. With Insight, wholesale organisations are armed with the foundations to grow and stand out in an increasingly competitive environment.

Organisations that are empowered by Insight see greater efficiency thanks to:

- Planning & Forecasting Resources
- Resource Management
- Accurate control of Inventory and costs across the business,
- Improved execution and coordination with suppliers and customers
- Improved customer experience
- Better decision making
- Sustained future growth.

Insight for Wholesale Distribution is an end-to-end Cloud solution powered by proven business processes and delivered in a quick-to-implement package, integrating core Wholesale operations, giving you:



Our solution empowers wholesalers to transform insight into action with easily accessible data in real time across the organisation, and to adapt to a volatile environment. Drive business performance with best practice, and stand out by bringing operational planning under a single solution.



Insight combines Consolidation with Business Intelligence, Augmented and Predictive Analytics, and Planning.

Transform insight into action with easily accessible and accountable real-time data across the organisation and adapt the organisation to an increasingly volatile environment.

Drive improved decisions and best action and collaboration with AI-driven and integrated financial and operational planning under a single solution.

Predict outcomes, generate forecasts, automate predictive planning with confidence.

What Does Insight Mean for Your Organisation?

See how Insight could transform a product replacement scenario:

Traditional Scenarios:



New - World Scenarios



Shorter Delivery Times

INSIGHT gives you a 360 view of the entire supply chain with updates across all sectors in real time, meaning any disruptions can be highlighted quickly and appropriate ammendments can be made before further distruption or before the issues have even occurred.

Digital transformation requires a **continuously improving experience**

1. Try Out
2. Measure
3. Optimize



Optimize
For Value and Experience

Measure
Experience Response

STAYING COMPETITIVE
In highly disruptive industry ecosystems

Try Out
New processes products, services and business models



Empowering Employees

As processes become obsolete, employees spend a lot of time on workarounds and manual tasks. However, when distributors establish intelligent technologies and automation, manual tasks are minimised, and employees spend more time on value-added tasks.

Intelligent Inventory

Traditional Scenario



- Look up product availability and price
- Call vendors to manage items not stocked
- Replenish inventory with material resource planning runs in overnight batch jobs
- Manage stocking requests from branches for new items
- Check with vendors on status of shipments
- Check with branhes on status of stock transfers
- Review inventory levels for 'dead' stock and analyze when this stock might be transferred and where it can be sold

New Scenario



- Product Availability check with alternative source confirmation options in real time
- Full integration to vendors for items not stocked
- Live material resource planning, emnabling insight to action in real time with one consistent UI
- Role specific screens to speed up management and execution of orders from order management
- Monitoring of order and shipment status with vendors through business networks in real time
- Monitoring of overdue stock with intelligent application that accurately predict stock movements
- Predict slow stock movements and analyze redeployment of inventory with intelligent technologies that efficiently complete these complex tasks in a timely manner

Insights from INSIGHT

40%

Of businesses worldwide listed the lack of digital skills and inability to develop them as a top barrier to digital transformation.

2 In 3

Of employees in high performing enterprises will shift from static roles and processes to dynamic multidisciplinary outcome focused reconfigurable teams by 2024

10 - 20%

Increase in on time delivery

29%

Fewer days spent taking inventory levels, real time updates allows for predictive ordering to cater for rising/falling demand

10 - 12%

Reduction in total logistics costs

10 - 20%

Increase in customer satisfaction with New World response time and dispute handling with INSIGHT

Signs You Need Insight



In an increasingly competitive world, more and more wholesale organisations are widening their digital footprint to sustain growth. Failing to do so could mean lost opportunities and lost investments. But, with so many ERP and BI platforms out there, it can be difficult for wholesalers to make the leap and find a solution that works for them.

So, who is Insight for Wholesale Distribution for?

Insight for Wholesale Distribution is for growing wholesalers who want on-demand business answers to support their day-to-day operations.

“Clarivos’ commitment and approach has helped deliver a solution helping us improve our business processes and benefits to the business.”

You're Growing Quickly



Wholesalers that are growing quickly need a system that supports the offering of new services, products, or expansion of their global footprint.

A multi-system approach is inadequate because the roadmap becomes increasingly complex with an increased number of employees, priorities to consider, and technologies to adopt. From an operations perspective, legacy systems simply can't sustain such growth and become overwhelmed.

Insight for Wholesale Distribution is suited to organisations that need to adapt to changing business models, enter new markets, introduce new services, and more - while still remaining scalable.

You Need Greater Connectivity



Wholesale organisations are made of several business functions that, in order to stay competitive, need efficient collaboration.

Insight for Wholesale Distribution improves connectivity by providing a single source of truth. The platform democratises information providing valuable insights across the organisation. For instance, Insight leverages dashboards, inventory reporting, and mobile applications to foster closer collaboration with seamless flow of information, from the warehouse to the customer.

You Need a better view of your Inventory



Inventory management is one of the most challenging areas of wholesale distribution. In fact, our recent poll showed that three in four wholesale executives believe it to be the most challenging.

With growth, it becomes increasingly difficult to get an accurate picture of the organisation's complete inventory without the right digital solution. Effective inventory management impacts everything from warehousing costs to the ability to fulfil orders. Such errors can have far reaching negative consequences, and as such, businesses can't afford to make that mistake.

You Need Efficiency



With growth, wholesale organisations may find that in their attempt to reach more customers that service slows, as the supply chain can become more vulnerable to disruption. But in this competitive environment, operations leaders need to get goods and services to customers as fast and efficiently as possible.

Insight optimises end-to-end wholesale processes by providing a platform that:

- Manages demand forecasting, supply and resources
- Lowers costs and creates an efficient process to increase customer satisfaction
- Reduces human errors across the supply chain

Assessing Your Needs: Key Questions



What do you look for when selecting a technical solution? Besides the basics, there are other things to consider. Any responsible software purchase involves the creation of a set of requirements. Here are some key ones to consider:

On-Premise or Cloud?

With an on premise solution, you pay up front for it alongside maintenance, and you will be relying on an IT team that is responsible for its running, security, back-up, and crucially - its updates.

However, with multi-tenanted Cloud solutions like Insight for Wholesale Distribution, you pay monthly for a service that takes complete responsibility for hosting, maintenance, security, backup, and updates - allowing you to rest easy.

An on premise solution may seem attractive due to its lower implementation and licensing costs. However, in the long-term. The Cloud avoids ongoing investment into IT hardware and talent by giving responsibility for several processes to the provider. That investment alone tips the balance in favour of Cloud-based software for cost efficiency.

What Features Do You Need Now?

In order to be sure you're making the correct investment, it's crucial to find a solution that meets the needs of extensive wholesale operations.

In the world of wholesale distribution today, you require:

- Detailed Inventory management
- Comprehensive Supply Chain Planning
- Procurement Support
- Product Control
- Third-Party Logistics Integration
- Automatic Scheduling
- Provision of Barcode Scanning
- Traceability - Lot and Serial Numbers
- Real-Time Dashboard and Reporting
- Sales, Marketing, and Service Automation

Beyond these fundamentals, you should be asking:

[Does the platform integrate with your existing processes?](#)

You need to adopt a technical solution that works alongside your operations so that integration is seamless.

Furthermore, your digital solution must be flexible enough to accommodate all your service offerings.

And crucially:

[What features do you need tomorrow?](#)

You require a solution that is continually updated in order to meet the demands of the business environment of today.

Implementation

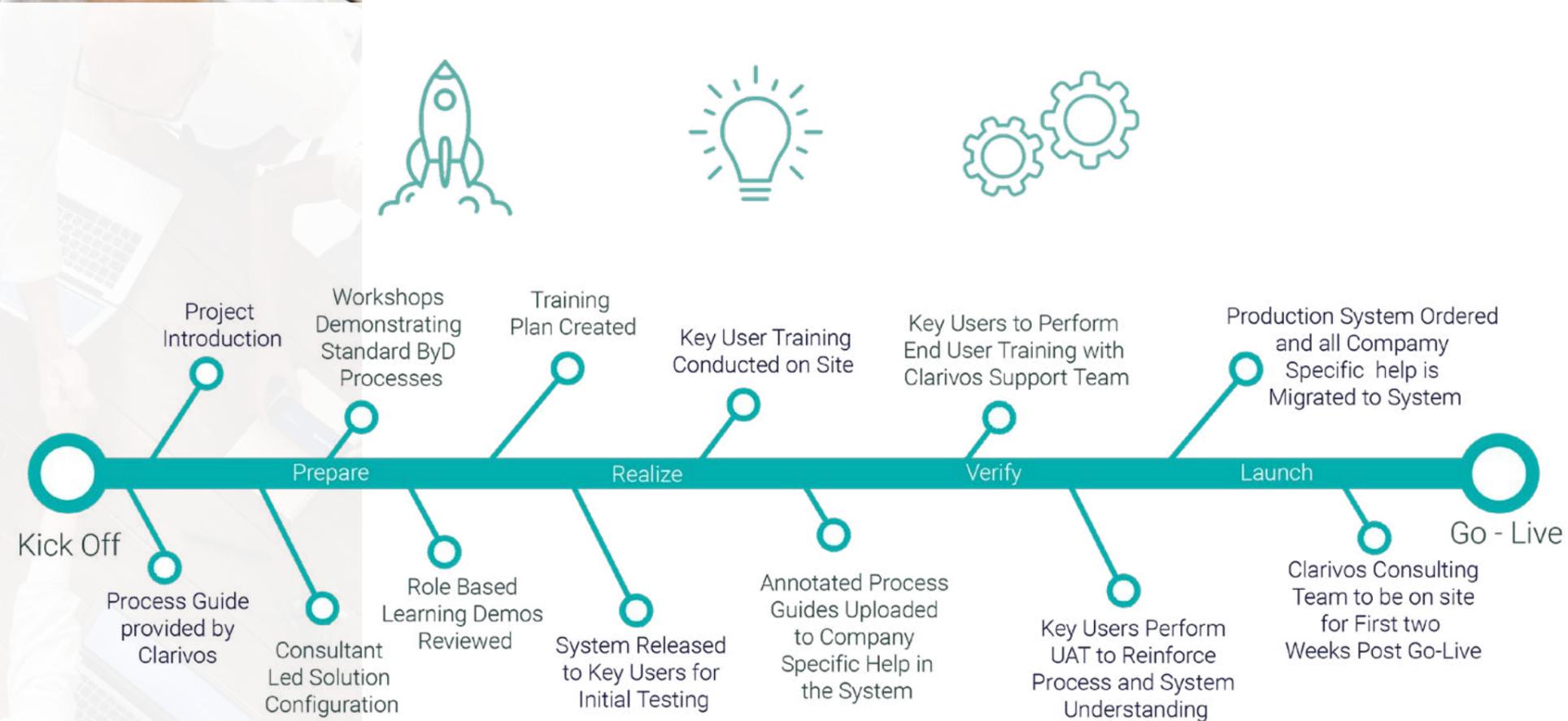


We know the concerns of businesses thinking about incorporating a digital solution to their business. What if stakeholders don't engage with the change? What if attainment is poor? What if the market disrupts implementation processes, trapping your organisation. What if the product doesn't configure the way you want it to? What if you're left in the dark by your provider? What if you're unsure you're using the technology optimally?

Insight for Wholesale Distribution doesn't suffer these problems, because it is a qualified package - already configured - and an out-of-the-box solution that is ready for organisations to get full value from. Insight is implemented quickly, and with minimal disruption to your organisation, with times of 16-24 weeks, ensuring rapid return on investment.

Without a suitable team on your side, implementation can be difficult and a drawn-out process. At Clarivos, we have worked with clients for more than twenty-five years in delivering successful technical solutions to solve their problems. And, we've found that an approach that empowers the clients we work with to both improve attainment, and maximise their investment.

At Clarivos, engagement is very important to us. That's why we roll training and testing into one process. We provide training, video process guides, and more to create a training process that doesn't leave our clients in the dark, but instead supports them.



Clarivos go above and beyond to ensure fast, seamless transition from legacy solutions through their digital transformation. Each training programme is tailored to each business' needs, ensuring all employees are aware of best practices and will be able to run the systems without disruptions. Change management is a huge part of the transformation process that we at Clarivos take extra time and effort in ensuring every member of the company is fully aware of all system functions.

The Business Case for Insight for Wholesale Distribution



If you want an exclusive look at how Insight for Wholesale Distribution can transform your organisation specifically, we're pleased to offer a free Envision Report. We'll give you an extensive insight that demonstrates how you could optimise your end-to-end wholesale, with

automation of essential processes, achieve closer integration between business functions, and rapid and actionable insights that see instant performance improvements.

What are Companies Doing Wrong?

As more and more organisations scramble to digitisation, many are making the mistake of a 'plugging-the-holes' approach. This means that instead of opting for a single solution that solves all their problems, many are falling into the trap of buying many different systems to meet the immediate needs of different business functions. This usually ends with a multi-system model that integrates poorly, adds layers of confusion, and hinders collaboration.

Furthermore, staggered implementation times for different solutions means projects and outcomes are delayed, processes run into problems, expenses are hard to keep track of, and organisations. In other words, for

example - adopting one solution for Finance, another for Inventory Management, and another for Human Capital - is a lengthy, confusing, and could be an expensive error of judgment.

However, with a single solution you have:

- One Expense.
- One Implementation Roadmap.
- A Complete Set of KPIs ticked.

The Bottom Line

Insight is a multi-tenant Cloud solution that supports business application areas, and bridges the gap between Finance, HR, Project Management, Supply Chain Management, CRM, Supplier Management and more. Whether you're moving from a legacy ERP that simply can not sustain your growth or is too inflexible, Insight could be the answer you're looking for.

Insight offers a service-oriented architecture, providing flexibility to wholesalers that helps them to succeed in a competitive environment, by promoting efficiency and customer service. The system is designed to support wholesalers with a global footprint, providing

How are Companies Getting Value from Insight for Wholesale Distribution?

Insight arms organisations with better accuracy and data quality in their accounting, more efficient inventory management, and simplified localisation empowering global operations. With Insight, customers centralise financial information into a single platform and experience shorter consolidation times.

a scalable Cloud platform through which its users are empowered with a tailored and simple user interface, detailed analytics, and complete overview of company performance.

Insight is easy to use. A wholesaler with Insight seeking to run operations in a new location will find that the system automatically imports language, tax rules, regulations and charts of accounts, leaving the User to simply add the organisational information as required, saving time, effort, money, and reducing the potential for human error.

It also simplifies processes for wholesalers with complex material requirements and sophisticated production schedules. Errors in the supply chain can lead to scrapped production and excess inventory. Insight does away with many of these problems, as information is moved from the sales order to production order to the finished good, keeping operations running smoothly, reducing downtime, and preserving profits in this high-volume, thin margin sector.

Data Quality and Accuracy

Wholesale Distribution organisations that are stuck Wholesale Distribution organisations that are over reliant on spreadsheets and simple finance accounting software are vulnerable to error-prone book-keeping. Organisations that have subdivisions or operations spread across geographies find themselves even more prone to risk with sub optimal accounting methods.

Insight for Wholesale Distribution provides a single source of truth - a platform that centralises financial information and customers experience shorter consolidation cycles.

It also simplifies processes for wholesalers with complex material requirements and sophisticated production schedules. Errors in the supply chain can lead to scrapped production and excess inventory. Insight does away with many of these problems, as information is moved from the sales order to production order to the finished good, keeping operations running smoothly, reducing downtime, and preserving profits in this high-volume, thin margin sector.

Inventory Management

Companies without systems like Insight cope with disjointed management systems that threaten increased production costs and an uncertain inventory. In sectors like Food Distribution or Medical Distribution, there's no room for inventory mismanagement due to perishables - which poor systems frequently lead to due to production bottlenecks or errors in orders. With Insight, you avoid such problems, and the savings can be very significant.

For instance, organisations that have implemented ERP have been known to save £1 million a year thanks to the benefits of a single stock unit. Translate those savings into expanded sales, operations, and sustained growth rather than continuing to suffer the implications of a poor inventory management system.

Localisation

Operating in multiple markets is a huge challenge for growing organisations because of the need to consider local regulations, compliance, currencies, and more. Insight For Wholesale Distribution saves organisations aiming to pursue new locations without hiring expertise in the back office or implementing other technical solutions to resolve said challenges.



Empower

Innovate

Transform



About Clarivos

Founded in 1996, Clarivos delivers technology consulting today that Empowers, Innovates and Transforms the office of the CFO for tomorrow.

Partnering with our clients to establish efficient, unified and trusted data insights is what we excel at - sharing all of our deep technology and finance skills. We're proud to be an award winning SAP Gold partner, and continue to provide a service to our client that helps them achieve growth.

Innovation is at the heart of our Empower, Innovate and Transform client engagement methodology. Using over two decades of experience, our range of Clarivos INSIGHT solutions tackle specific process, planning, consolidation, reporting and analysis challenges with adaptable, out of the box functionality, designed to deliver a faster time to value whilst remaining easy to use.

“With Clarivos we had consultants who were both seasoned and highly intelligent, with backgrounds in accounting as well as IT. When a partner understands your professional as well as technical requirements, dealing with any challenges is much more straightforward.”

