

# Top 10 Features of Insight for Wholesale Distribution

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 and maintained.

We have worked with wholesale distribution organisations for more than twenty-five years, and everything we have learned has been packaged into a cutting-edge solution powered by SAP Cloud technology.

Insight for Wholesale Distribution is an out-of-the-box solution for growing wholesale organisations that combines Intelligent Enterprise, Demand Planning and Predictive Analytics of SAP Business ByDesign with SAP Analytics Cloud. Insight connects departments, optimises processes, and gives a competitive edge to wholesale organisations. It leads to improved profits and customer services, optimised resource demand, intelligent inventory, capacity planning and integrated finance and billing systems.

Here are the top 10 features Insight has to offer for Wholesale Distributors:

## 1. Inventory Management

In a recent digital poll, we asked senior Operations and Finance leaders in the wholesale sector and found that 56% of respondents cited Inventory Management as the greatest challenge in their industry.

With Insight for Wholesale Distribution, customers get a single view of their inventory data, updated in real time. This removes the central challenge for inventory management, and allows organisations to keep track of stock level, demand, returns, ordering, shelf life and receipts in one central repository. Accurate inventory data prevents stockpiling, obsolescence of products, and undersupply, supporting transparency and traceability.

## 2. Supply Chain Management

In our findings, one in four wholesale organisations are prioritising optimising supply chain management in 2021. However, effective supply chain management requires seamless transfer of information between different departments, from manufacturing to logistics, to third parties, and more.

Insight for Wholesale Distribution provides real time reporting, which gives suppliers, inventory managers and logistics complete visibility and greater connectivity, ensuring smooth supply chain operations. Insight prevents delays, miscommunication, and supports seamless execution of wholesale processes. With Insight, organisations benefit from a single view of internal and external supply, integrating value chain for cost transparency, inventory valuation, and process integration.



### 3. 3rd Party Logistics

For 50% of distributors, 3rd Party Logistics remains their biggest obstacle in the customer journey. Routes-to-market are always changing and developing according to variables such as consumer demand, product availability, regulations, and more, which can be difficult for logistics to keep up with.

Insight empowers wholesale organisations to manage shipping routes, optimise delivery times, and make decisions faster where disruptions arise. Automation leads to improved speed of response and accuracy of information.

### 4. Warehouse Management

For more than a fifth of distributors, warehouse management is made harder by lack of data accuracy and suboptimal reporting methods.

As well as improved inventory and supply chain processes, wholesalers with Insight benefit from automated scheduling, barcode scanning, and wider improvement of warehouse layout and bin locations. Insight also gives application access on handheld devices for all warehouse staff, to easily transfer information in real time, improving connectivity and integration.

Wholesale Distribution continues to be shaped and directed by consumer trends. Accordingly, Customer Relationship Management remains a focal point for distributors across sectors. This is why

distributors need a platform that keeps them on top of these variables and allows them to make necessary adjustments to products, services and the supply chain to improve customer satisfaction.

Insight for Wholesale Distribution gives you better customer insights, allowing you to track leads, opportunities and sales quotes, as well as creating and tracking sales activities, budgets, analysing products and historical trends.

### 5. Accounting

In wholesale finance, without the right solution, consolidation and close cycles can be much longer and more drawn-out processes than necessary. Number crunching on spreadsheets and other manual processes leaves wholesalers vulnerable to human error, and suboptimal decision making.

Wholesale organisations benefit from digital solutions that establish a single view of company financials by integrating core business processes with financial performance. With Insight for Wholesale Distribution, you can leverage:

- Financial planning.
- General Ledger.
- Accounts Payable.
- Accounts Receivables.
- Asset Accounting.
- Cash, Credit, Dispute, Collections Management, and more.





Insight arms wholesale organisations with embedded analytics and reporting delivers insight and enhances decision making. Automated workflow & predictive analytics keep businesses ahead, and achieve greater efficiency in inventory, liquidity, and more. Project and contract analysis reporting becomes a cinch, giving finance a clear voice and a clear head.

## 6. Operational Procurement

One of the main priorities for distributors is to secure the procurement of goods and services required to sustain their door-to-door activities. Insight for Wholesale Distribution streamlines the end-to-end procurement process by automating essential procurement functions. This includes contract management, purchase requisition, order management, chargeback, rebate management, and more. These extend to the entire wholesale ecosystem to encompass partners, suppliers, and customers.

Insight's Analytics functionality meanwhile empowers procurement teams with real-time and accurate data. This allows organisations to take full advantage of special buying and loading opportunities, and costs of goods at their lowest. Buyer productivity is optimised, and all decisions made are fully informed by highly accurate and continuously updated data.

## 7. Production Management

Insight for Wholesale Distribution's Product Management supports the end-to-end product cycle. Insight achieves efficiency across all wholesale processes, from:

- Production to stock.
- Delivery from stock.
- Standard products.
- Predefined variations.
- Inspection.
- Quality control.
- Traceability, and more.

Being armed with this level of functionality means wholesalers see decisive improvements across the organisation.

## 8. Improved Execution and Coordination

Organisations with insight have a unified point of data access, empowering the workforce. Having a single integrated database for corporate-wide information leads to improved execution and coordination across the business. You can also reduce your reliance on manual processes to focus on more value added tasks. Instead, you can leverage real-time dashboards, reporting, and mobile applications to empower insights, workforce, and make better business decisions.



## 9. Speedy Implementation

Wholesale organisations are largely already aware of the need for digitisation in their business. However, many growing distributors are overwhelmed by the large number of technical solutions in the market, or are concerned by long implementation times in a sector that can't afford disruption due to thin margins.

Because Insight for Wholesale Distribution is an out-of-the-box solution, it's ready for organisations to get value from. With implementation times between 16-24 weeks, it ensures a rapid return on investment, minimal disruption to business operations, and a seamless transition.

## 10. Final Thoughts

Adopting a digital solution for your wholesale business doesn't have to be a long, drawn out, challenge. Learn more about how we make the complex simple, by getting in touch. Email us at [info@clarivos.com](mailto:info@clarivos.com), or follow with us on LinkedIn for more content.

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

**Deepan Gnanlingham** - Head of Group Management Information Systems, International Currency Exchange.