

Wholesale Distribution

ERP Advisors Group (EAG) is one of the top independent enterprise software advisory firms for Wholesale Distribution.

Wholesale Distributors are challenged by ever-increasing costs, low margins, and increased competition, all while differentiating themselves with value-added services.

Savvy WD companies parlay these market forces with enterprise software to automate purchasing processes, leading to better discounts and more accurate inventory tracking. This leads to higher customer satisfaction because orders are received efficiently, processed, and fulfilled in a timely manner. Best-in-class distributors also layer on commerce software that allows them to sell anywhere their customers buy.

ERP Advisors Group will help you make the right level of investment in your software while ensuring you receive below-market prices for the overall best-fit package.



Practical Deliverables

ERP Advisors Group will help your wholesale distribution business define requirements, set your software strategy, provide a roadmap, conduct a diligent vendor selection process, and manage the entire implementation.

- **Develop Your Wholesale Distribution ERP Strategy**

We will define your needs, wants, and how you would ideally use new automated solutions across your wholesale distribution company, whether you are primarily brick and mortar, wholly or partly online, a merchant wholesaler, a co-op, agent, or broker.

- **Select Your New Wholesale Distribution Software**

We will guide you through selecting the best fit, and most cost-effective business applications and implementation partners to best automate customer relationship management, purchasing, inventory management, warehouse management, logistics, and accounting.

- **Implementation Project Management** After finalizing your Wholesale Distribution ERP software

and services contracts, EAG stays with you to oversee your implementation until you successfully go live. We will oversee integrations, data migration, change management, budgets, design and configuration, walkthroughs, training, testing, and go-live cutover and will provide executive and project sponsor support throughout the duration of your project.

- **Data Migration** We assist with all components of data migration: extraction, cleansing, transformation, and loading into your new system to ensure you have complete confidence in the accuracy of your data at go live.



Why Wholesale Distributors Upgrade Their ERP Software

Surveys across all of our Wholesale Distribution clients reveal the most common reasons why they need new ERP to automate their business:

- The sales function is manual and paper-based, and as a result, customer service is handcuffed by system limitations.
- There is a lack of automation and integration with vendor systems; this creates extra time-consuming manual data entry.
- The Chart of Accounts is complex and financial reporting is manual, challenging, and performed outside the system.
- Sales has very little exposure to accurate, real-time inventory levels resulting in potential lost sales and difficult communication with existing clients.
- Price and availability changes are manual, time-consuming, and difficult to track.
- There are so many manual processes and papers to manage, that employees do not feel they have enough time to do their jobs accurately.
- New items and SKUs do not copy over special pricing, creating a need for unnecessary manual intervention.
- No route tracking tools for inventory delivery, creating a lack of visibility into inventory location/status.
- Customers have no online access to orders, invoices, or payment status.
- Inventory purchases are backed by system-generated data but still require manual manipulation.
- Paper tracking of operations results in delays and data accuracy concerns.



We wanted a company that didn't represent a specific ERP product or a shortlist of ERP products. ERP Advisors Group met all the criteria for us. They made their process easy to understand, gave the presentations that we needed to see, and asked the right questions. I'm confident we made the right decision with their help.

Bud Price, Director of IT
Brown Strauss Steel

Wholesale Distribution ERP Vendors

ERP Advisors Group will help you not only define your requirements but more importantly, we will bake in the best practices for your Wholesale Distribution company into your Request for Information and Demonstration Script.

We conduct dozens of selections every year, equating to tens of millions of dollars in software and services sales. With our deep knowledge of Wholesale Distribution ERP, we will help you find the right ERP for your company, AND the right professional services company to implement it.

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