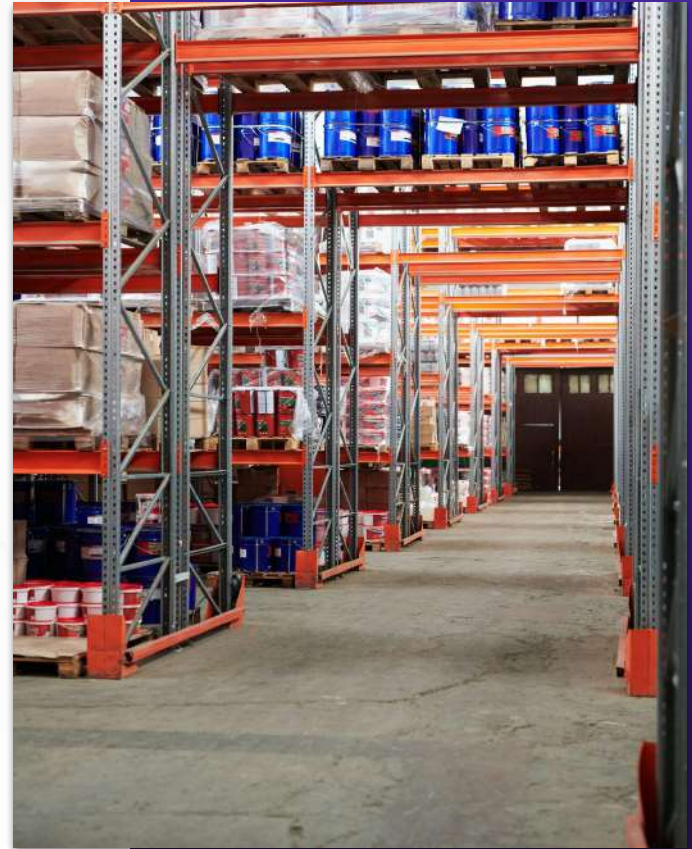


# 5 Key Reasons

For ERP Software in Distribution

# Impact on Day-to-Day Operations

As a distributor, your **investments can be severely impacted due to operational or management issues** with your transportation system. The day-to-day operations of most **wholesale distribution companies can take advantage of optimized systems to avoid inventory stock-outs**, transportation bottlenecks, and more.



## Distribution management, supply chain and logistics planning often present the most challenges for wholesale distribution companies.

If not properly monitored, common occurrences can quickly become much bigger challenges.

1

**Rapidly Increasing Volumes of Information**



2

**Varying Timelines**



3

**Unplanned Scheduling Issues**



# Unforeseen Factors

The same goes for unforeseen factors **that can't be planned for**, including..



**Equipment Breakdowns**



**Natural Disasters**



**Transportation Channel Disruptions**

To minimize the impact of these scenarios distribution companies can choose to leverage smart **business management software** platforms found in modern ERPs. These solutions focus on simplifying operations and shortening the cash cycle with robust out-of-the-box and customizable solutions.

# Identifying Requirements

An effective wholesale distribution **ERP software can recognize specific requirements and provide solutions** based on things like..

Scale



Operating Model



Geography



This all points to **ERPs as essential** for distribution channel management, boosting overall operational efficiency, and reducing costs.

# Key Reasons

# 5

There are **5 Key reasons** that explain why investing in the right ERP is critical for **organizations looking to boost distribution and transportation networks**

# 5 important reasons that explain why investing in the right ERP is critical for organizations



## 1 Increased Agility

In today's rapidly changing market, **end-users are significantly more aware of what they want, with a growing number of options.** This change in behavior requires manufacturers and wholesale distributors alike to rethink their approach. With **the right ERP solution in place**, both sales and distribution pipelines can be much more agile, allowing changes in requirements to be communicated in real-time.

# 5 important reasons that explain why investing in the right ERP is critical for organizations

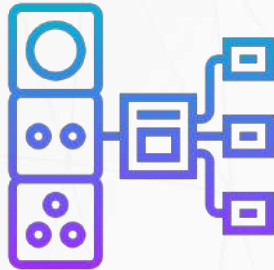


## 2 Enhanced Data Management

For any distribution company, **managing inventory inflow and outflow is an enormous task**, susceptible to repetition, recurrence, and multiple errors. This can be avoided by implementing a **comprehensive ERP platform to automate data entry and facilitate high-end data and insight generation**. The right ERP software in distribution offers significantly enhanced visibility and complete transparency for information being managed in a distribution network.



# 5 important reasons that explain why investing in the right ERP is critical for organizations



## 3 Efficient Inventory Management

Properly managing today's distribution operations **includes actively monitoring supply chains, logistics, and inventory**, which, when not managed effectively, can produce a significantly lower ROI. This is where ERP software for a distribution company can make a huge difference with **things like built-in automation to track multiple items, real-time monitoring of goods to avoid stock-outs, and improved communication between stakeholders.**

# 5 important reasons that explain why investing in the right ERP is critical for organizations



## 4 Streamlined Supply Chain Management

To avoid disruptions in supply chains, companies need to **take proactive measures to streamline operations and minimize the potential impact of any global events** that can potentially disrupt the supply network. ERP software in a distribution company helps **ensure a steady flow of goods, fortified communication amongst stakeholders, and complete visibility** of the supply chain.

# 5 important reasons that explain why investing in the right ERP is critical for organizations



## 5 Improved Customer Relationships

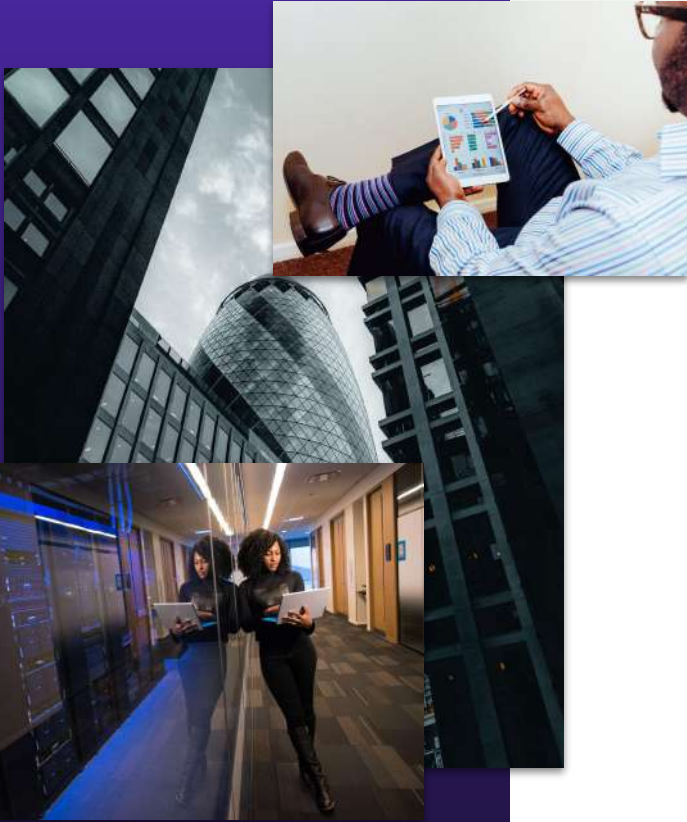
Today's wholesale distributors are expected to **anticipate their end user's needs as market demands rapidly change**. This helps organizations stay ahead of their competition, and able to respond quickly to their customer's dynamic requirements. **Strengthening these customer relationships can lead to much improved cash cycles**, helping to further avoid overstock scenarios.

# Key Takeaways

**1** **The main focus of ERP** isn't just operations management but also improving supply chain and strengthening customer relations.

**2** Choosing the right ERP for distribution is **critical to making your supply chain and distribution network highly dynamic**, leaving your business in a much better position to respond to rapidly-changing market demands.

**3** Overall, sales and distribution cycles become **much more profitable when the right ERP solution is in place.**



# Final Thoughts

For businesses in distribution, **modern ERP software has evolved into complete end-to-end platforms designed to promote growth and improve the ability to do business** under quickly changing conditions.

Today, **implementing the correct solution has become much more affordable**, offering **significantly improved response times, increased efficiency, and stronger customer relationships.**

## About Xcelpros

**XcelPros** is a Microsoft Direct Cloud Solutions Provider (CSP), Systems Integrator (SI) and Microsoft Gold Certified Partner for Microsoft Dynamics offering software licensing and services in the Microsoft line of products.

We specialize in the deployment of on-premise, cloud and mobility solutions in industry leading technologies such as Microsoft Dynamics 365, AX, NAV, Microsoft Dynamics CRM, Business Intelligence, intelligent Business Process Management (iBPM), SharePoint and Azure.

Our team is comprised of forward-thinking, experienced Subject Matter Experts (SMEs) and Technology Consultants with decades of business, industry, and regulatory experience.

Original Article <https://xcelpros.com/5-key-reasons-why-you-need-erp-software-in-distribution/>

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