

Wholesale Distribution

How can SAP® solutions enable you to change the game?

Wholesale distributors face increasing demands from customers and suppliers. SAP solutions enable distribution companies to better understand customer and supplier needs, grow the business, and differentiate from the competition. Companies can leverage insight and efficient execution to achieve profitable growth, improved cash flow, and operational excellence.

What do SAP solutions help customers do?

Opportunity to cash



Drive customer profitability with right product and service offerings, build loyalty, and grow revenue.

Procure to pay



Minimize supplier risk, to enable high service levels and drive compliance while cutting costs and risks.

Supply chain planning and execution



Create transparent and highly responsive supply chain operations with lower costs and risks.

Profitability optimization



Focus on the most-profitable customers, products, and suppliers and enable margin visibility and control.

Human resources and finance



Simplify processes and maximize employee engagement and gain insight for finance and trading excellence.

Information technology and platform



Enable real-time enterprise with powerful insights, empower developers, and unwind the business.

What are the benefits?

SAP solutions help companies achieve operations, profit, and cash flow excellence through:

- Increased customer satisfaction, sales, and service efficiency; best resource use
- Better processes for supplier collaboration, procurement processes, and supply chain

Why SAP?

SAP solutions connect processes for a variety of industry value chains by integrating horizontal lines of business with industry-specific solutions on premise, in the cloud, and through mobile devices.

Key facts

14% Higher on-time delivery performance

For distributors with higher forecast accuracy*

5.9% Higher order-fill rate

For distributors where warehouse process is optimized on ship times*

Customers

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- ▶ [Lawson Products](#)
- ▶ [Papyrus](#)
- ▶ [Metcash](#)

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