

# WHOLESALE DISTRIBUTION

## ERP BUILT FOR THE KEEPERS OF THE SUPPLY CHAIN

Navigator Business Solutions offers a unique solution for Distribution Companies combining a purpose built suite-in-a-box cloud platform with years of Distribution Industry experience that has resulted in a portfolio of successful projects.

The solution is built on SAP's Business ByDesign Cloud ERP, enhanced with industry vertical content and functionality that enable Distribution companies to optimize their supply chain, manage their cash, comply with business and industry requirements, improve forecast accuracy and drive overall operational efficiency. The bottom line is the solution delivers the tools to help them to have the right product, at the right place, at the right time, at the right costs - enabling them to meet ever changing customer demands.

## CHALLENGES FACED

Today's Distribution Companies are at the center of a global supply chain; providing the critical link that connects manufacturer's goods with customers B2B, B2C and DTC. They are balancing the challenges of a dramatic increase in demand, rapidly changing expectations from global manufacturing partnerships and increasing competition from opportunistic start-ups looking to capture market share.

**69% of midsize wholesale distributors agree that new technologies provide a competitive advantage.**

Source: IDC



THE BEST RUN 

## Becoming a Best-Run Wholesale Distributor [Research Report]

To support these more complex demands, companies need to adopt right-sized ERP (Enterprise Resource Planning) solutions to streamline business processes such as logistics, transportation, warehousing, and e-Commerce while providing real time analytics anytime anywhere.

These companies face a constantly developing marketplace with evolving competition including an active mergers and acquisitions landscape as well as expanding digital marketplaces and integrations. This means differentiation and innovation are key elements in delivering on customer's expectations. Today's environment, both industry and political, have amplified these points.

The scope of Distribution companies have expanded rapidly in the last few years, adding to the challenges of supply chain, logistics, warehouse, inventory, and the list goes on. Each link in the distribution supply chain is critical to delivering the goods and services demanded by the end consumer.

With continually expanding and complicated supply chains, distribution organizations hold the opportunity, good or bad, to impact sales volumes for manufacturers and retailers.

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## LOOKING INTO THE FUTURE

Distribution organizations will continue to look for a more robust range of supply chain solutions that support complexity from basic to intricate. Customers are increasing the pressure on their partners to offer a wider array of services not limited to warehousing and distribution.

As global competition increases distribution companies will expect ever increasing transparency throughout their operations (internal as well as back through their suppliers) with the ability to track beyond the number of units completed to include work-in-progress and the quality status of those orders in process.

The growing demand for agility and quality, mixed with the expanding market for more and unique delivery/channel options, will expand the complexity of fulfillment and value add services along with the related supply chain, leading to a broader reliance on a mix of supply, shipping and order processing options, including EDI, eCommerce, mobile and digital marketplaces.

In a continually expanding global marketplace with increasingly complex regulatory requirements distribution companies will have the continuing need to make operational efficiency, flexibility, and scalability their dominant focus.

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## ESSENTIALS FOR KEY DECISION MAKERS

COOs face the pressures to implement state-of-the-art processes and advanced technologies for digital transformation. These include applying IoT for warehouse operations, improving regulatory compliance, quality, and delivery. COOs need a comprehensive platform upon which to develop and deploy connected solutions and services, as well as improve the integration between IT/OT.

CEOs need to ensure their company is agile enough to execute rapidly on key decisions – this impacts every aspect of the organization, people, processes, practices, partners and solutions. The CEO will continually need to balance innovation with cost, risk and investment.

CIOs are at the heart of the required digital transformation and are required to move from old, unsustainable, insecure systems or their start up platforms, to best practice based solutions that will help their organization rapidly adapt to changing business models and readily navigate a turbulent external environment.

The VP of Supply Chain must become a more strategic partner to the business, moving from price-centricity to viewing and managing the complete supply chain, by improving visibility and applying best practices all while supporting the enterprises regulatory compliance.

The VP of Regulatory and Quality must be constantly aware of new industry regulatory and compliance requirements and have the tools to maintain and adapt a consistent Quality System to them.

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## HOW WILL NAVIGATOR HELP?

SAP has been a trusted solution partner to distribution companies for decades. Navigator Business Solutions uses the SAP Business ByDesign platform to deliver an affordable, best practices-based solution using its accelerated implementation methodology. This solution affords Distribution companies (B2B, B2C or DTC) with access to SAP technology at a price they can afford and at a speed that enables them to perform a digital transformation with minimal disruption.

The SAP Business ByDesign delivered by Navigator Business Solutions provides a comprehensive yet flexible solution for local and global distribution, supporting the unique needs of each organization and offering excellent business presses fit out of the box.

The SAP Business ByDesign platform provides out of the box business processes that can be quickly and easily adapted to a Distribution company's unique needs using its comprehensive configurability, built in usability tools and ready to integrate open web services architecture. The concept of "click not code" eliminates the needs for expensive and difficult to maintain (and validate) customizations. SAP's continuous innovation on their advanced cloud platform virtually future proofs the application platform for organizations of any size and life stage.

SAP Business ByDesign is a Suite in a Box that provides the distinct planning and operational needs of distributors – including demand and supply chain planning, returns management, warehousing (WMS) financial visibility, analytics, and quality management.

## CONTACT NAVIGATOR BUSINESS SOLUTIONS:

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36 End-to-End Process Scenarios

Multi-Company, Multi-GAAP



Mobile



Analytics



eLearning



Workflow



Documented



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SaaS



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