

ESSENTIALS FOR KEY DECISION MAKERS

Owners/Presidents 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 Owner will continually need to balance innovation with cost, risk, and investment. **Directors of Operations** face the pressures to implement state-of-the-art processes and advanced technologies for digital transformation. These include applying Warehouse Management Systems (WMS) for warehouse operations, improving quality, and delivery while lowering incorrect shipments and returns. Operations executives need a comprehensive platform upon which to develop and deploy connected solutions and services.

IT Directors are at the heart of the 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 Head 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.

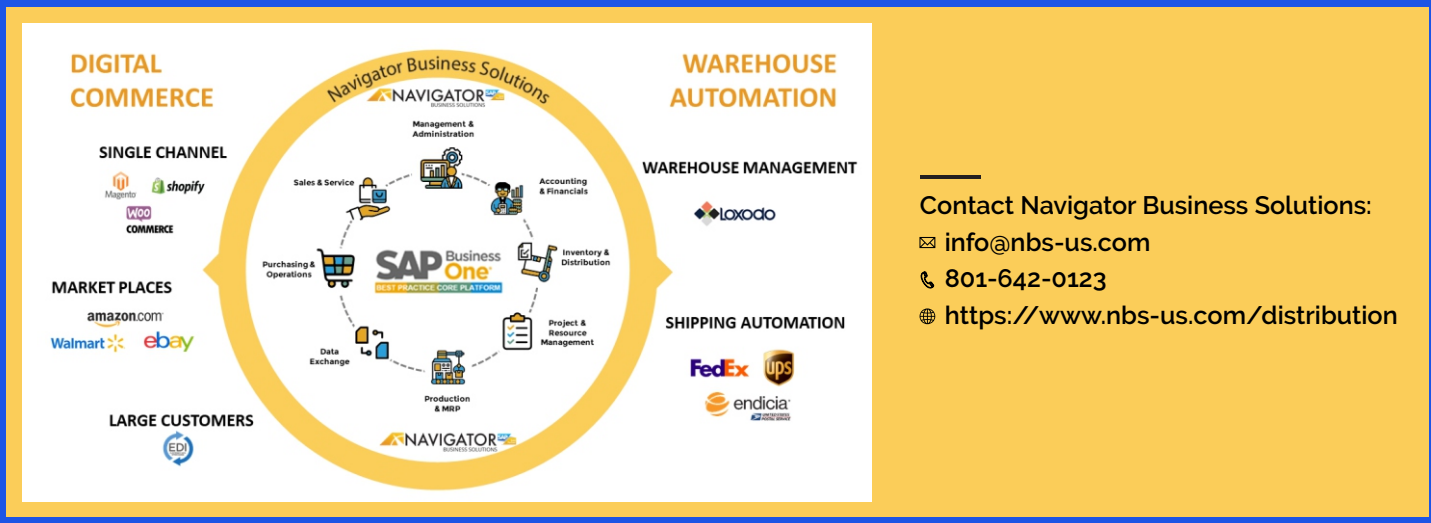
VP of Sales needs to balance both in-person (phone, order desk, direct visits) and electronic (web store, customer portals, digital marketplaces, EDI) sales channels where having complete visibility on inventory and pricing, avoids out of stock, missed orders and disappointed customers.

HOW WILL NAVIGATOR HELP?

SAP has been a trusted solution partner to distribution companies for decades. Navigator Business Solutions uses the SAP Business One platform and it's out of the box integrations with WMS and best of breed Digital Commerce, to deliver an affordable, best practice-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.

SAP Business One 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 processes fit for the industry. The SAP Business One platform provides the 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 customizations. SAP's continuous product innovation virtually future proofs the application platform for organizations of any size and life stage.

SAP Business One is a platform that provides the distinct planning and operational needs of distributors – including demand and supply chain planning, returns management, warehousing (WMS) financial visibility, analytics, and reporting.



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