

B2B, B2C & DTC

(Distribution touches everyone)



ERP PROVIDING A SINGLE END-TO-END SYSTEM

Navigator Business Solutions offers a complete solution for smaller distribution companies like yours, looking to break free of the disconnected business systems that are holding them back from reaching their potentials. The Distribution Industry has rapidly changed shape and now takes many forms, from the more traditional Business-to-Business model through and to Direct-to-Consumer operations.

Distributors partner with Navigator's Solutions because Navigator leverages the ability to meet them where they are, with a purpose-built, suite-in-a-box business software solution that enables companies to accomplish their ambitious goals. The solution, SAP's Business One, is built on and 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. Simply put, the solution delivers the tools needed for employees throughout the company (warehouse, finance, and sales), to have the right product, at the right place, at the right time, at the right costs - enabling them to meet the ever-changing customer demands regardless of which channel the next orders comes from.

CHALLENGES FACED

Today's Distribution Companies big and small, are at the center of the 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 manufacturing partnerships and increasing competition from opportunistic start-ups looking to capture market share.

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 Digital Commerce while providing real-time analytics at anytime anywhere. These companies continually face a developing marketplace with evolving competition including automated electronic ordering, expanding digital marketplaces and integrations. This means differentiation and innovation are key elements in delivering and meeting customer's expectations.

The scope of Distribution companies has 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 themselves, manufacturers, and retailers.

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 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 additional 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 responsibility to make operational efficiency, flexibility, and scalability their dominant focus.

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

Source: IDC



THE BEST RUN SAP

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 out-of-the-box. The SAP Business One 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 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 suite-of-the-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 reporting.

