Wholesale Distribution

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

Wholesale distributors face increasing demands from customers and suppliers. SAP solutions help them understand customer and supplier needs, enabling them to differentiate themselves from the competition. With new insight and efficient execution, companies can improve cash flow and achieve operational excellence to maintain profitable growth.

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

Find top talent, develop future leaders, and engage every employee to achieve business excellence.

Finance and general trading

Achieve a real-time enterprise with best practices and 360-degree insight to unleash business power.

What are the benefits?

SAP solutions help companies achieve operations, profit, and cash flow excellence through:
• High customer satisfaction, sales, and service efficiency thanks to best resource use
• Better processes for supplier collaboration, procurement, 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

+13% On-time deliveries

For distributors working from accurate forecasts*

-33% Days outstanding

For chargebacks when the distributor works with real-time information*

Customers

► Adolf Würth
► Avnet
► Charmer Sunbelt
► Cheney Brothers
► Ingram Micro Mobility
► Trusco Nakayama

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