

SAP Solution Brief

SAP Solutions for Small Businesses and Midsize Companies

SAP Business All-in-One for Wholesale Distribution

SAP® Software for Wholesale Distributors



Quick Facts

Summary

The SAP® Business All-in-One for Wholesale Distribution solution is a comprehensive enterprise resource planning (ERP) solution based on proven industry best practices. Designed for rapid implementation at a predefined price, the software can help you realize a fast ROI.

Business Challenges

- Improve vendor cost recovery, cash flow, and financial efficiency
- Grow sales profitably while offering innovative value-added services
- Eliminate nonintegrated systems that limit visibility into operations and hamper effective decision making
- Achieve operational excellence across the enterprise

Key Features

- **Demand and supply planning** – Support the modeling of supply and demand planning to optimize order sizes and reorder points, which can reduce stockouts and improve profitability
- **Supply chain and inventory management** – Manage procurement and logistics execution to conserve the use of scarce capital tied up in inventory excesses
- **Sales order management** – Execute orders efficiently and smoothly process returned items
- **Financials and controlling** – Help ensure comprehensive financial reporting, analytics, and operations

Business Benefits

- **Improve efficiency** through automated support for your business processes
- **Minimize total cost of ownership** with scalable software that supports enterprise-wide changes and global deployment
- **Grow your business** with the help of proven ERP software
- **Improve time to value** by leveraging tools and methodologies that help you get your business running quickly and efficiently

For More Information

Call your SAP representative, or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/wholesaledistribution.epx.

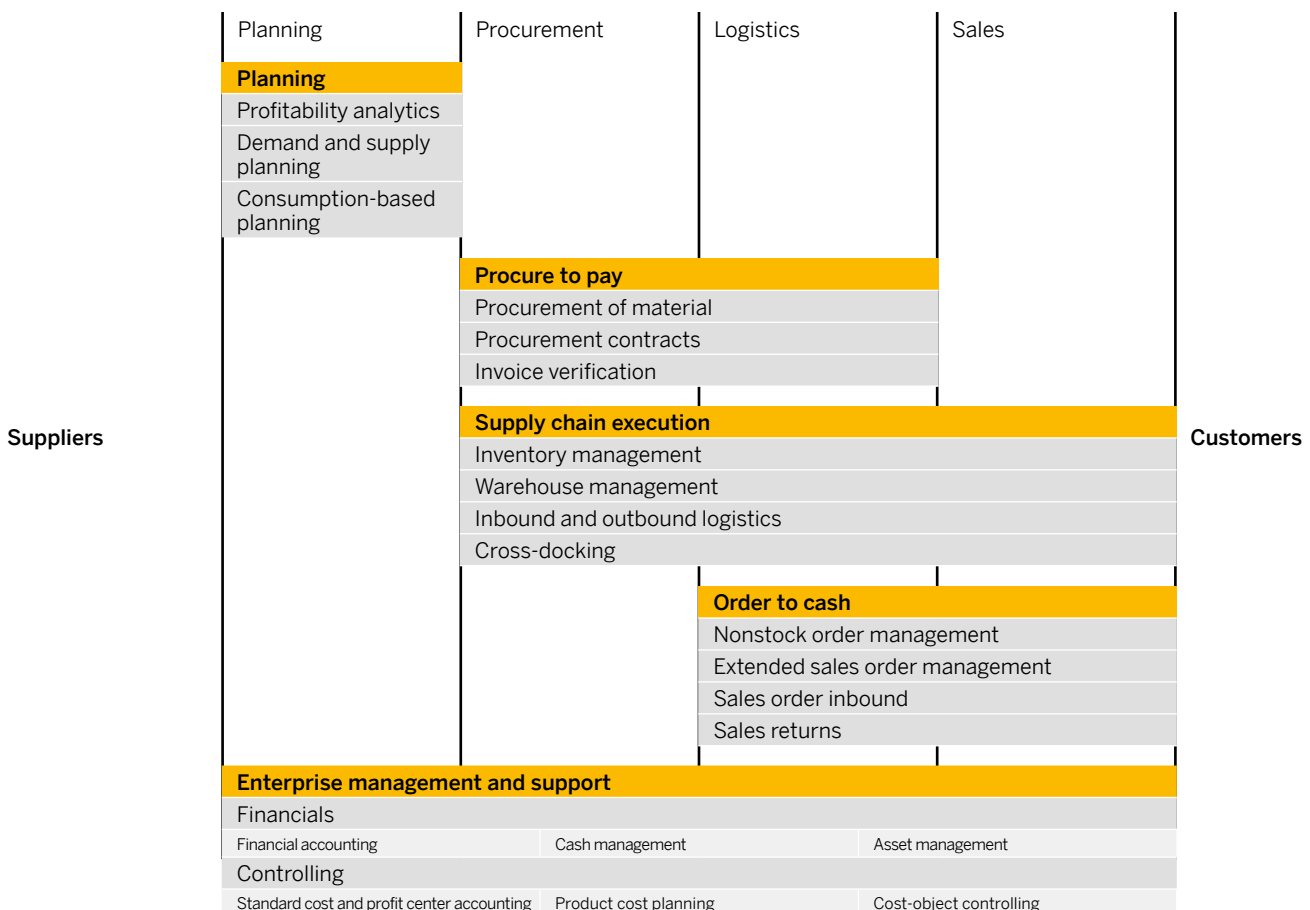
Midsized wholesale distributors needing to better manage vendor chargebacks and power profitable growth can choose an affordable, integrated solution. The SAP® Business All-in-One for Wholesale Distribution solution is a best fit for midsized wholesalers needing a comprehensive, industry-specific solution tailored to match the priorities and requirements of their businesses.

In today's changing business environment, you have to focus on what you can control. You must work to become more efficient across the enterprise and all lines of business, meet ever-changing customer needs, and drive down costs – all while adapting and innovating for competitive differentiation. Meet all these challenges, and you'll be primed for superior performance and profitable growth.

SAP Business All-in-One for Wholesale Distribution is based on decades of experience SAP has accumulated working closely with wholesalers in a variety of industries. This comprehensive and flexible enterprise resource planning (ERP) solution includes support for industry best practices. With this SAP Business All-in-One solution, you get:

- Comprehensive, integrated business functionality to help you gain visibility across your business and streamline your core business processes – from marketing, sales, and service to procurement, planning, value-added production, financial management, and business analytics
- A flexible and scalable foundation for your business processes, built on the proven SAP NetWeaver® technology platform
- An ERP solution that can be extended with preintegrated functionality for customer relationship management, supplier relationship management, and business intelligence
- An intuitive interface and role-based navigation to improve employee productivity and adoption

Figure: Scenarios in Warehouse Distribution Solution Map



LEVERAGE SAP BEST PRACTICES PACKAGES

Each SAP Business All-in-One solution is built on SAP Best Practices packages that deliver proven implementation methodology, documentation, and pre-configuration. The SAP Best Practices family of packages reflects the years of business expertise SAP has acquired as well as insight into the best business practices of more than 6,000 SAP customers worldwide in more than 20 industries. Along with built-in support for the specialized best practices of your industry, an SAP Business All-in-One solution equips you not only with the methods of the best-run companies in the industry but also with the flexibility to support your own unique practices.

The SAP Best Practices packages provide a solid foundation for SAP Business All-in-One solutions, enabling you to implement a sophisticated solution in significantly less time than typically required and at a predictable, affordable cost. You gain methods and tools to support best business practices for your industry in key functional areas, such as accounting, sales, and value-added capabilities such as customization. Whether you leverage all supported best practices during initial implementation or start with what you need and add more later, you can avoid complex, resource-intensive steps in implementing your SAP Business All-in-One solution. With these best practices, your partner and your project team can help accelerate

implementation by tailoring the software to your specific company requirements, rather than starting from scratch.

This SAP Business All-in-One solution gives you:

- Complete preconfiguration settings that let you run your software with minimal installation effort
- Extensive reusable documentation that you can use for self-study, evaluation, and project team and end-user training
- A clear implementation methodology based on a logical step-by-step process

SUPPORT YOUR PROCESS NEEDS

Functionality in the solution supports key processes for your business, as shown in the figure.

Balance Supply and Demand

Planning functionality in SAP Business All-in-One for Wholesale Distribution enables you to reduce stockouts and order changes. It also provides information to help you make more profitable decisions on reorder points – that is, the inventory stock levels at which new orders should be placed. The software also supports more streamlined modeling of financial and sales planning to help in decision making.

Optimize Supplier Relationships and Procurement

Want to improve productivity, delivery precision, and exception-based handling

FAST-START PROGRAM ACCELERATES TIME TO VALUE

For smaller midsize wholesale distributors, the SAP® Business All-in-One fast-start program provides a simplified process to evaluate, acquire, and implement an SAP Business All-in-One solution. The program offers innovative tools and methodologies to plan a solution online, receive an immediate cost estimate, and shorten implementation times. SAP enables its partners to offer preconfigured, pretested software that can be preinstalled on optimized hardware from selected hardware providers.

of supply chain disruptions, while ensuring balanced operations? With this SAP Business All-in-One solution, you can significantly improve vendor cost recovery from chargebacks after a promotional period ends and improve cash flow through an integrated and expedited chargeback management process. You can automate operational tasks and manage only exceptions. In addition, support for procurement contracts with suppliers and consignment planning is vital to success in your business. Ensuring the accuracy of and speedy processing for supplier invoices streamlines internal financial operations and can result in closing up profit leaks.

Enhance Inventory Management

By automating key warehouse activities and improving visibility into inventory, this solution helps you reduce picking errors, decrease order lead times, and quickly and accurately respond to customer demands. The solution enables

With access to tools and a single analytical platform for the enterprise in a cross-functional and collaborative environment, you can [generate a complete picture](#) of your business.





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you to review the available inventory because it updates internal transfers, goods receipts, and returns more quickly. This can help your employees provide higher-quality service to customers and can improve efficiency.

Improve Warehousing and Logistics

This SAP Business All-in-One solution supports key warehouse processes, including timely and accurate accounting of shipments, receipts, returns, and internal stock transfers. Equally important is the functionality that supports integrated postings to inventory and accounting records. You can use bar codes and radio frequency identification technology to optimize warehouse activities. With more accurate data, faster response to online or telephone inquiries from customers is possible.

Streamline Quotation and Sales Order Management

This SAP Business All-in-One solution equips your sales organization with tools

that maximize productivity and help you meet customer demands. Sales order management functionality facilitates sales quotations, sales order processing, delivery, billing, and payment. As a result, your sales organization can execute customer sales orders quickly and efficiently. The solution supports your order-to-cash process from sales order creation to settlement of customer account, and the smooth processing of vendor, retailer, and customer returns.

Help Ensure Optimal Enterprise Management and Support

By integrating financial management with business processes, this solution helps ensure comprehensive financial reporting and performance management. You can automate financial closing processes for more complete, accurate, and timely reporting. Furthermore, with access to tools and a single analytical platform for the enterprise in a cross-functional and collaborative environment, you can generate a complete

picture of your business. You can use the solution to help identify innovative, value-added services that can differentiate you from the competition, help attract new customers, and maximize profits.

BENEFIT FROM INDUSTRY-SPECIFIC FUNCTIONALITY

This SAP Business All-in-One solution supports business processes specific to your industry and supports a phased implementation. It offers a safe approach to help you realize fast time to value, and it scales to support your business as it grows. You can implement this solution now and work with one of our partners who can extend the functionality to address any additional requirements.

FIND OUT MORE

Call your SAP representative, or visit us online at www.sap.com/sme/solutions/businessmanagement/businessallinone/wholesaledistribution.epx.



The Best-Run Businesses Run SAP™