

Your Distribution ERP Cheat Sheet: Key Stats and Must-Have Features

ERP Statistics



After ERP implementation, distribution businesses benefit from:



95% improvement across all processes

23% reduction in operational costs

92% reduction in administrative costs

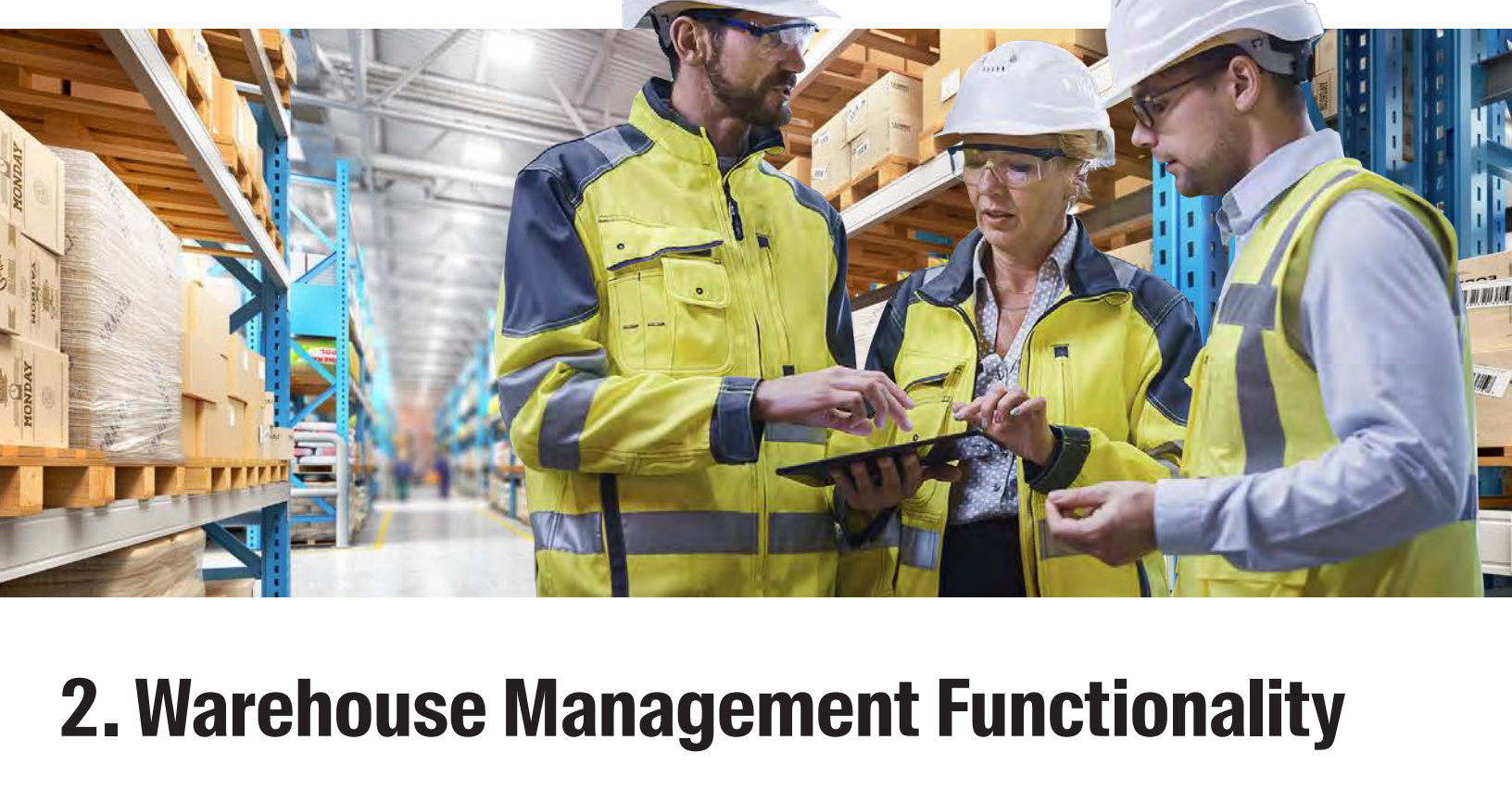
24% increase in on-time deliveries

Better still, 28% of companies that choose an industry-specific ERP report a full ROI in just 1 year.

Must-Have Features for Distribution ERP

1. Forecasting and Demand Planning

Distribution ERP software with demand planning and forecasting tools integrates both historical sales data and sales forecasts to help you optimize purchasing decisions. With capabilities like supply plans and automated purchase and supply orders, this module streamlines the inventory management process.



2. Warehouse Management Functionality

Your team won't waste time trying to locate products if you choose an ERP with scanner integration—they'll always know where everything is at a glance. You'll also be able to stay apprised of current inventory levels and can rely on those counts being accurate. Automated processes boost pick, pack and ship accuracy and reduce mispicks. Using lot, batch and serial numbers, you can track products every step of the way from incoming orders to outgoing shipments.

3. Electronic Data Interchange (EDI)

ERP with built-in EDI is imperative for growing distributors. Many retailers require their partners to have EDI before they will conduct business with them. EDI allows documents to go straight through to the correct application on your end—like the order management system—which means that processing can begin instantly. EDI also ensures that all documents are standardized, so there is no need to figure out complex documents from overseas suppliers.



4. Sales Order Management

Sales order management automates every step of the sales process with automated workflows and real-time monitoring across inventory. You get accurate quotes and eliminate billing errors. You can obtain approvals and determine the best fulfillment options. And self-service customer portals let your clients control their order, as they can track progress and make changes at any time.



5. Profitability Scorecards

An Aptean-exclusive tool, the profitability scorecard gives you the profit margins of every single customer, product and supplier you have, down to the most minute details. You gain a real-time view of profitability accounting for both above-the-line and below-the-line costs, including freight, allowances, chargebacks, commissions, royalties and more.



6. Business Intelligence

When you're making business decisions, you need accurate data. The vast amount of data involved in the daily operations of your consumer goods distribution company is mind-boggling. You need a way to organize, store and analyze this information. Distribution ERP software with BI can facilitate good data management and helps you convert mountains of numbers into clear insights.

The most important factor to consider when choosing your ERP?

A vendor that is familiar with the unique challenges of your industry. As the distribution market niches down, your solution needs to do the same. Our industry experts know the issues that you face, and we have designed our distribution ERP to give you the features that you need.

Our distribution ERP software includes all the features covered in this infographic, as well as additional powerful functionalities, and you'll benefit from a smooth implementation thanks to our unparalleled support teams. We pride ourselves on being a technology partner throughout the life of the software.

Discover How, Now >>