9 Top Operational *Challenges* for Distributors

How Technology Can Help Solve Them

In a digital world where omni-commerce has become king, distributors must overcome a new set of challenges. Here are the most common operational issues distributors face and how technology helps you meet changing customer demands:

1 Rising Operation Costs

In today's inflationary environment, leveraging insights helps you stay within budget, identify the most cost-effective suppliers and improve overall business efficiency. You can also use connected technology to shop for the best shipping rates and save time on your inventory accounting.

2 Poor Stock Control

With real-time tracking and synchronized data, cloud ERP software is a powerful tool to optimize your inventory levels. When integrated with your warehouse management system, it also allows you to monitor when you'll receive products, where they are in your facilities, what items you have available and when your customers will receive them.
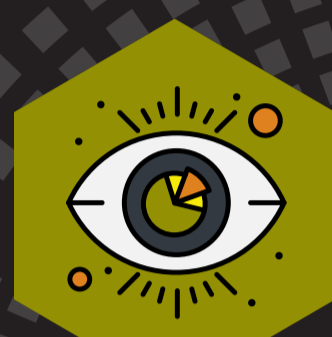
3 Managing Supplier Performance

Technology enables ERP integration with supply chain partners, allowing you to perform contract audits that can boost operational agility. Using artificial intelligence and contract assessment tools, you can accurately measure and analyze your suppliers' performance. This transparency also strengthens your supplier relationships.

4 Limited Visibility Across Departments

Integrating your ERP with your CRM is the most impactful way to improve your internal communications. By implementing a single source of truth, stakeholders can create a holistic strategy that aligns with all departments and moves the company forward.
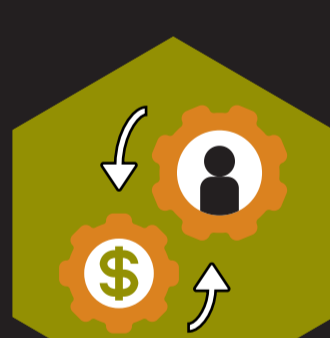
5 Inaccurate/Outdated Information

Manual processes lead to information silos and data errors. A cloud ERP enables you to see your entire operation. By adding a reporting dashboard, you can access timely updates and a complete picture of your supply chain, for greater transparency and more productive communications. This results in more orders fulfilled, more competitive pricing and increased sales.

6 Rigid Demand Planning

With real-time information, you can be more responsive and plan more strategically than in the past. By forecasting current orders in the system, cloud technology also allows for a more simplified sales process. So, you can make accurate projections, keep your commitments, and maintain delivery dates as expected.
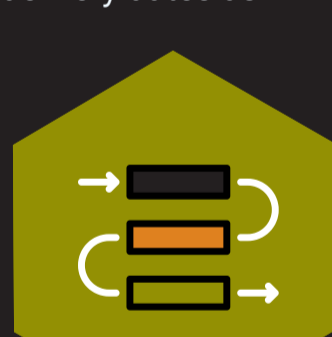
7 Flawed Reporting

When data is inconsistent, business leaders can't make educated decisions. With smart metrics, you can empower management with in-depth understanding of where your operation needs to go and how to get there, enabling informed buying decisions, accurate customer quotes and realistic timelines.

8 Slow Manual Processes

Paper workflows decrease your warehouse throughput and reduce your bottom line. By upgrading to a cloud ERP system, you can consolidate orders to significantly improve loading and unloading speed. This enhances efficiency, minimizes errors and lowers freight costs.

9 Returns and Chargebacks

Poor operational performance and low customer satisfaction can result in substantial penalty payments from distributors like Amazon and Walmart. With an ERP system, it's easy to improve quality control and inventory management so you can gain visibility, maintain compliance with customer requirements and avoid costly chargebacks/fees.

Get Started

Reach out today to learn more about how our distribution experts can help you implement a powerful technology solution to overcome your operational challenges.

Contact Us ✉

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