Industry consolidation, rising costs, and exacting customer requirements are putting the squeeze on wholesale distributors to plumbing, electrical and building supplies businesses. Distributors that make the digital transformation are becoming market leaders by eliminating inefficiencies, maximizing customer value, attracting and retaining top talent — and maintaining healthy margins.

**Digitally Savvy Customers, Exacting Requirements**

Today’s buyers demand personalized customer experiences, seamless ordering on the fly, and fast, accurate delivery. They want instant access, on any device.

**Transform or be Assimilated**

In an industry known for slim margins, every competitive advantage counts. And yet, distributors have been slow to adopt enterprise technology. That’s a golden opportunity for those that take advantage of leading-edge enterprise solutions for inventory and demand management, omnichannel commerce, and workforce management.

**SAP Solutions for Digital Transformation**

SAP S/4HANA® provides wholesale distributors with a proven framework to drive operational excellence, especially across order management, inventory management, and talent management:

- Plan, source, stock, sell, recover, and analyze on a unified IT platform.
- Manage industry-specific job costing and diverse inventory types.
- Integrate information and workflows across your customers, suppliers, and workforce.
- Improve order management, purchasing, and warehousing without having to increase headcount.

**Drive Results With Industry-Focused Capabilities**

- Demand Management
- Supply Chain Optimization
- Inventory Management
- Warehouse Management
- Pricing, Promotions, and Rebates
- Analytics
- Profitability Optimization
- Omnichannel Commerce
- Workforce Management
- eCommerce

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Digital Transformation for Distributors

- Drive operational efficiencies
- Maximize customer value
- Increase margins
**Demand Management**
- Deliver accurate information quickly.
- Improve forecast accuracy.
- Support more effective decision making.

**Sales and Operations Planning (S&OP)**
- Evaluate all options for improving the business and increasing margins.
- Collaborate across roles and functions to build the best plan.
- Uncover cost optimization opportunities.
- Identify your most profitable customers.

**Supply Chain Agility**
- Manage impact on S&OP of sudden demand shifts or capacity issues.
- Optimize the supply chain to provide fast, accurate customer service and quick response to unexpected bottlenecks.
- Automate end-to-end procurement processes, including partners, suppliers, and customers.
- Make better decisions faster using IoT; stream real-time information to operations analytics.

**Inventory Management**
- Manage inventory in multiple units of measure and inventory formats.
- Manage traceability, lot trace/track, quality recall and more.
- Reduce lost sales due to stock-outs and poor demand visibility.
- Increase customer satisfaction; ensure customers have what they need, when and where they need it.

**Warehouse Management**
- Reduce costs and increase productivity by eliminating paperwork and improving inventory accuracy.
- Improve revenues and customer satisfaction with cost effective, value-added services.
- Decrease cycle times, improve shipping accuracy, and raise customer service levels.

**Pricing, Promotions, Commissions**
- Handle complex customer pricing agreements.
- Manage promotional pricing, cost recovery and rebates quickly, accurately, and profitably.
- Process vendor chargebacks.
- Compensate Broker/Distributor channels accurately.

**Analytics**
- Leverage embedded analytics for real-time feedback on critical issues.
- Improve visibility to key information.
- Take full advantage of special buying and load-building opportunities.
- Streamline end-of-month and end-of-year processing.

**Profitability Analysis**
- Get visibility to customer-and product-level details, with the granularity to manage margins.
- Evaluate the customer/revenue and product/cost mix, against costs like logistics execution.
- Provide more accurate, timely feedback to S&OP.

**Multi-Channel Sales**
- Handle direct, indirect, B2B and B2C eCommerce channels within a single, omnichannel system.

**Workforce Management**
- Manage your entire workforce, from employees to contingent workers, with a complete system of engagement.
- Effectively handle recruiting, onboarding, learning, performance and goals, compensation, succession, and development.
- Boost productivity with focus on value-added tasks.
- Apply workforce analytics to gain actionable insights for strategic workforce decisions.

**eCommerce**
- Easily integrate Electronic Data Interchange (EDI) into your business.
- Manage customer, vendor and logistics partner accounts.
- Sell smarter with catalogs, webshops, credit card processing, marketing automation and more.

**On Premise and Cloud Options**
- Own and manage your own IT landscape, or leverage itelligence Cloud for a lighter IT load.

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**Start your digital transformation now**

» Discover how itelligence can help you revolutionize your business with SAP solutions. Contact us today: +1.866.422.8858