

# Wholesale Distribution

Keep everything  
moving!



## Respond to today's Competitive Challenges

In the fast-moving industry of wholesale and distribution, companies are facing an increasingly challenging operational environment. Supply networks are becoming even more complex, while customers demand more choices, faster fulfillment and lower prices.

To survive and thrive in this pressured supply chain position, wholesale distribution companies need to proactively **meet both supplier and customer needs** and control already tight margins by **increasing efficiency** and **eliminating waste**.

**SoftOne** provides wholesale distributors with a contemporary **business management solution** that helps them **optimize operations** and **enhance profitability** by connecting people and processes.

**Soft1 ERP** integrates all of your wholesale distribution tasks, reduces administrative overheads, improves customer service and strengthens your operations for future growth.

# Evolve your Wholesale Distribution Business

**Soft1** is a modern **ERP solution for Wholesale Distribution** that enables your business to efficiently manage all aspects of the supply chain, from first customer contact through final shipping and returns.

Featuring **out-of-the-box functionality** (purchases, orders, stock, warehousing, financials, customer relationship management and business reporting), **Soft1 ERP** helps your wholesale distribution company run flexible, tightly integrated processes to:

- ✓ reduce inventory costs
- ✓ speed up delivery times
- ✓ optimize warehouse monitoring
- ✓ maximize inventory value
- ✓ eliminate complexity and reduce errors
- ✓ gain insights to enhance decision-making
- ✓ increase customer satisfaction
- ✓ improve sales and profitability.

Soft1 ERP fully **automates repetitive tasks** such as generation of picking lists or packing slips, shipping and customer invoicing, while providing complete visibility on sales opportunities, quotes, orders, shipments and returns.

Soft1's solution significantly **improves day-to-day operations**, from accurate forecasting, planning and tracking, to real-time order processing and multi-warehouse management, enabling you to exceed expectations, maintain optimal levels of inventory and drive sales and revenues across your business.



Accelerate and streamline your cross department operations with powerful tools and capabilities, inside a **flexible** and **configurable platform**:

- Purchase Order Processing
- Guarantees, SN's and Lots
- Stock Replenishment
- Daily Routing
- Invoicing
- Dispatching
- Pricing Policies
- Multi Company, Multi Site, Multi Currency, Multi Lingual



# Powerful product Functionality for Wholesale Distributors

## Key Features

- Automated shipments
- Cost calculation on sales documents
- Shipping preferences
- Order fulfillment (partial, multiple)
- Back orders
- Carrier integration
- Mobile Sales application
- WMS application, EDI and barcoding
- Approval management
- Project management
- Accounting
- Financial management

## Supply Chain Management

**Inventory Management:** Track stock items per site, warehouse, location, batch, serial number packages. Utilize multiple inventory control systems and valuation methods such as FIFO and LIFO. Reduce costs and eliminate waste using ABC analysis.

**Multi-Site Warehouse Management:** Manage storage locations and materials. Easily track inventory on web and mobile interface.

**Orders Management:** Utilize sales orders, demand forecasts and real-time inventory information to plan and generate accurate supply orders that cover current and forecasted demand.

**Alternative - Corresponding Items:** Manage alternative codes for stock items and automate stock item retrieval based on alternative codes on trading documents.

**Serial Numbers - Service:** Monitor of serial numbers in all transactions.

**Lots:** Monitor lot number records with complete information on the expiration dates and stock quantities, which may be included in transactions per document line. Lot transactions are traced in a dedicated log.

**Color & Size:** Manage and monitor stock items according to a combination of maximum three different attributes, coupled with a wide range of related reports and other statistics.

**Group Sets:** Manage composite items and use numerous related automations during transactions. Create group sets for stock items or services (if applicable) and monitor their cost during composition of sets with an option for automatic generation of composition or decomposition documents during transactions.

**Pricing Policies:** Create complex pricing policies scenarios for sales or purchases. Automate price selection, discounts and gifts based on agreements.

**Credit Policies - Credit Control:** Create advanced credit control scenarios applied selectively in certain categories of documents or payment methods. Featuring automated warnings, prohibitions, questions and approval procedures during entry of documents.

**Foreign Currency:** Includes master file for currencies and exchange rates, as well as the capability of using 3 currencies per transaction (local, transaction and trader's currency). Calculation of exchange rate differences (gains and losses), including Intrastat & Vies procedures. All exchange rates are updated automatically.

**Imports - Exports Management:** Calculate the cost of imported stocks through an import (export) folder, estimating the cumulative amount of all related documents. Expenses forecasts is also supported. Import costs are allocated according to various criteria (value, weight, volume etc.). The Intrastat & Vies procedures are also included.

## CRM

**Lead Management:** Create, view and update customer information to effectively manage leads and sales opportunities. Link campaigns and promotional activities with leads and assign leads to sales teams.

**Case Management:** Create and resolve customer support issues using a single form. Link a case to Customer Satisfaction Feedback.

**Customer Feedback:** Utilize Case Management and embedded satisfaction survey questionnaires to improve customer service.



## For a Wide Variety of Wholesale Distribution companies

Distribution Centers

Import / Export Firms

Fashion Wholesalers

Consumer Product Distributors

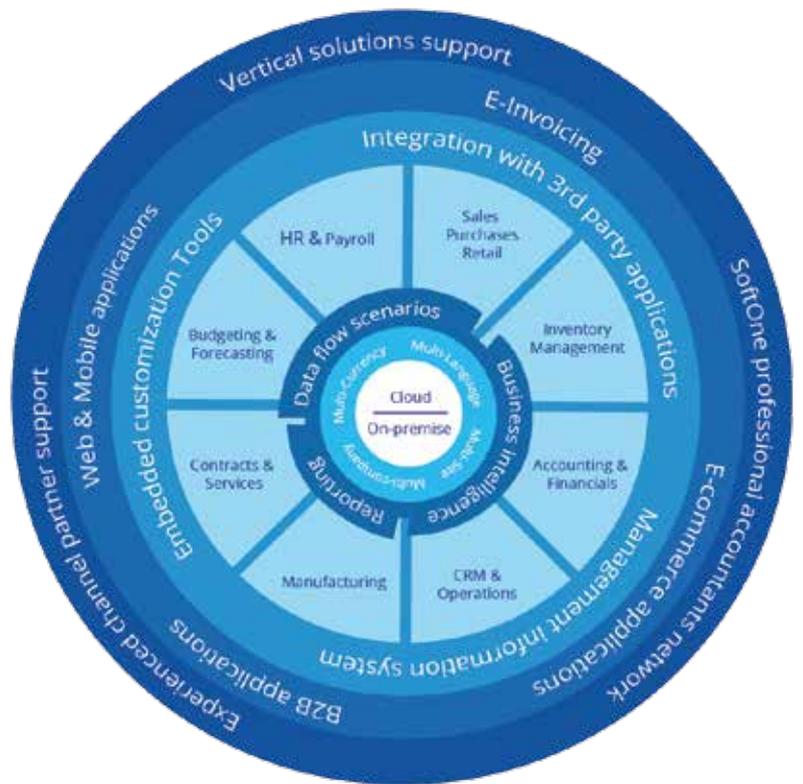
FMCG Distributors

Electronic Components Distributors

Logistics Companies

# “One-for-all” Solution

The **award winning Soft1 ERP** is so much more than an enterprise resource planning system. It’s an "open architecture" software that consolidates all critical business processes in a single integrated solution that helps your wholesale distribution company reduce total cost of ownership (TCO).



## CRM

- Contact Management
- Lead Management
- Campaign Management
- Case Management

## Sales Management

- Quote and Sales Opportunities Management
- Order Management
- Demand Management

## Service Management

- On Field Service
- Maintenance Management
- Contract Management
- Product Serialization
- Material Requirements Planning

## Performance Management

- Financial Reporting
- Bank & Cash Accounts
- Cash Flow Management
- Budgeting
- ABC Costing

## HRM

- Human Resource Management
- Human Capital Payroll
- Employee Self Service
- Take your own Device

## Supply Chain Management

- Purchase Management
- Shipping & Receiving
- Warehouse Management
- Material Management

## Accounting Management

- Multiple General Ledgers
- Multiple Journals & Periods

## Mobile Management

- Event Planning
- Mobile Showrooms
- Merchandising
- Customer Questionnaires
- Map Routing

## Project Management

- Project Planning
- Resource Management
- Expense Management
- Project Billing
- Dashboards

# Why Soft1 ERP is right for your business

## For Your Real Business Needs

Soft1 ERP delivers great value to wholesale distribution companies of all types and sizes. It incorporates in a single system, management modules that do more with less, helping you automate, simplify and streamline all of your business processes.

## Your Business in the Cloud

Soft1 ERP fully utilizes the significant capabilities offered by a Cloud platform and the Software as a Service (SaaS) model. It assists your wholesale distribution company to deliver more value to its customers while reducing up-front expenses and operating costs.

## Enterprise Mobility

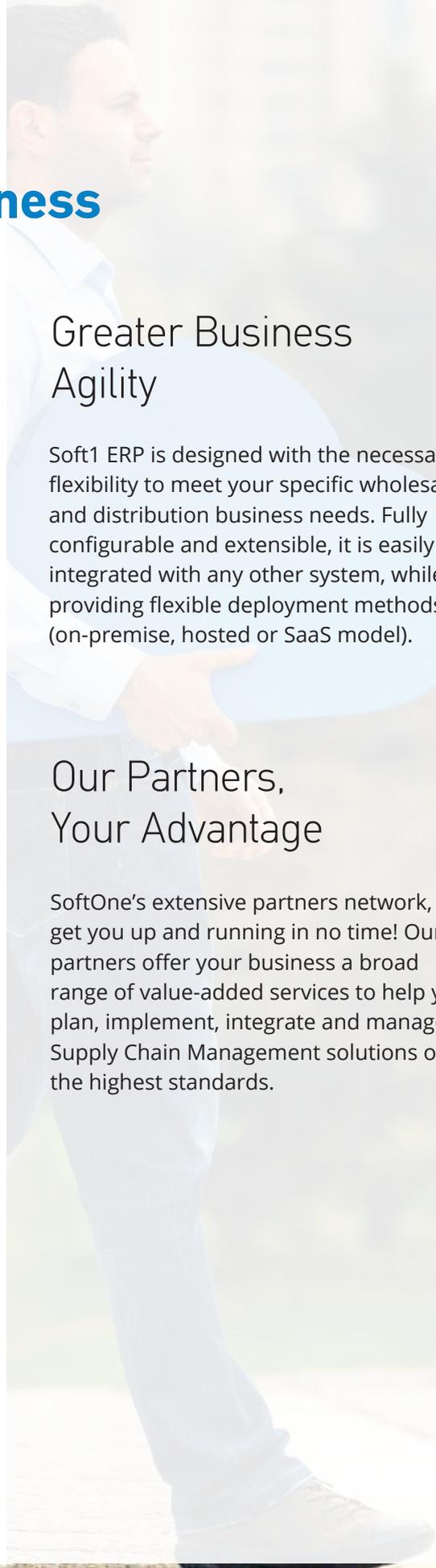
Soft1 ERP provides your distribution business with a wide range of web and mobile applications that expand your business software reach. These applications empower your sales team and stock takers to work and collaborate from practically anywhere, using any device.

## Greater Business Agility

Soft1 ERP is designed with the necessary flexibility to meet your specific wholesale and distribution business needs. Fully configurable and extensible, it is easily integrated with any other system, while providing flexible deployment methods (on-premise, hosted or SaaS model).

## Our Partners, Your Advantage

SoftOne's extensive partners network, can get you up and running in no time! Our partners offer your business a broad range of value-added services to help you plan, implement, integrate and manage Supply Chain Management solutions of the highest standards.



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