

EzDistribution™: a complete solution for small and midsize Wholesale Distribution enterprises

EzDistribution is an SAP-certified solution built on SAP's advanced in-memory platform, SAP HANA

EZDISTRIBUTION

EzDistribution™ is a preconfigured, rapidly deployable software and services solution that enables wholesale distributors to meet their fundamental business and IT challenges. Built on the world's leading enterprise applications from SAP with best business practices built-in, EzDistribution™ has been predefined by Answerthink to address the needs of small and midsize Wholesale Distribution enterprises and can be up and running in only 16 weeks.

Growing Wholesale Distribution Enterprises Face Complex Challenges

Wholesale Distribution enterprises face some of the toughest challenges in business today. The industry is experiencing dynamic change. Attempting to face off against these changes is a daunting task without the benefit of timely reporting and data visibility, the use of industry best practices and a single, integrated enterprise software system that ties it all together. Small and midsize wholesale distribution enterprises have their challenges compounded by not having ready access to the resources available to the Fortune 500.

Some challenges faced are:

Downward Margin Pressure - Today's distributors are attempting to maintain profitability in the face of fierce price competition and demands for increased service levels. Price competition is the primary concern of distributors (source: Industrial Distribution's Annual Survey of Distributor Operations). Distributors are looking

to gain greater efficiencies across the extended enterprise, control COGS, improve inventory turns and increase warehouse productivity.

Increasing Competition – Suppliers and competitors are increasingly coming from overseas locations. Distributors are being asked to provide new services from both customers and suppliers, while attempting to rationalize a growing list of SKU numbers.

Growth of Technology – New technologies are being adopted by wholesale distributors including automated warehouse systems and bar-coding, internet sales and customer self service, internet-based supplier management and business analytics tools. Enterprises slow to adopt new technology tools are finding themselves at a significant competitive disadvantage.

Changing Customer Demands– Today, wholesale distributor's customers are consolidating suppliers, insisting on reduced pricing, and pushing for increased service levels. It is imperative for a distributor to operate more effectively and intelligently. In order to remain the distributor of choice, today's wholesale distributors must provide shorter lead times and near-perfect accuracy in shipping.

Reduce Time To Revenue - Every distributor faces the problem of outstanding receivables. The median number of days for outstanding receivables is 44 days. (Source: Industrial Distribution's Annual Survey of Distributor Operations). In order to improve cash flow and maintain healthy operations, distributors are looking to better collect outstanding receivables and reduce DSO.

EzDistribution™ Process Components

- **Materials Management**
 - Replenishment Planning
 - Supplier Management
 - Supplier Contracts
 - RFQ Processing
 - Purchase Order Management
 - Receiving
 - Invoice Verification
- **Sales and Distribution**
 - Customer Management
 - Credit Management
 - Quotation Processing
 - Order Processing
 - Kitting
 - Also-Buys and Alternate Products
 - Fast Order Entry
 - Order Fulfillment (Pick, Pack, Ship)
 - Billing
 - Returns and Complaints
 - Customer Returns
 - Commissions Reporting
- **Financial and Controlling**
 - Accounts Receivable
 - Accounts Payable
 - General Ledger Accounting
 - Financial Reporting
 - Product Costing
 - Cost Center Accounting
 - Profitability Accounting
- **Warehouse Logistics**
 - Warehouse Management
 - Inventory Management
 - Batch Control/Serialized Materials
 - Batch Recall processing
 - Shipping – Own Truck
 - Shipping – 3rd Party
 - Receiving
 - Pass/ Fail Inspections
 - Inter-warehouse Transfers
- **Extended components**
 - Asset Management
 - Customer Portal
 - Supplier Portal
 - Barcoding Support
 - WM & Radio Frequency
 - 3rd Party Shipping interface
 - Credit Card Interface
 - Statistical Forecasting
 - Document Management
 - Quality Management
 - Vistex Integration
 - Vertex integration



EzDistribution™ streamlines implementation timelines by delivering pre-packaged:

- Material Planning, Procurement, Inventory Management, Warehouse Logistics, Sales Order Management and Accounting Best Practices processes
- Project Plan
- Implementation Guides
- Business Blueprint
- Project Charter
- System Load Procedure
- Business Process Procedures
- Visio Process Diagrams
- Forms & Reports
- Roles and Authorizations
- Data migration programs

With EzDistribution, Answerthink and SAP have teamed to deliver a rapidly deployable solution that allows Wholesale Distribution enterprises to improve operations, increase revenue. Answerthink and SAP will provide a platform for a stable IT environment for growth and stability with EzDistribution.

Right out of the box, EzDistribution™ delivers industry best practices derived from working with the world's most successful Wholesale Distribution enterprises. It is preconfigured with hundreds of industry specific business processes, reports and business forms. Pre-defined user roles and end-user training are also standard. All of this is offered at a fixed scope and with a fixed implementation timeline.

EzDistribution™ is designed to deliver the benefits of SAP faster, with less effort, and less expensively than ever before.

Leaders in the Wholesale Distribution Industry

SAP is considered the industry standard ERP system for Wholesale Distribution enterprises, with 40-plus years of enterprise application experience, and 10 years of developing best practices solutions, tools, and templates. Growing Wholesale Distributors can now reap the benefits of that experience with Answerthink's pre-packaged EzDistribution™ solution.

The Power of SAP, the Attention of Answerthink

In summary, Answerthink has developed EzDistribution™ based on years of experience implementing SAP solutions in small and midsize wholesale distributors. With EzDistribution, Answerthink offers world-class performance more affordably and helps Wholesale Distribution enterprises to achieve it more effectively than anyone else.

The Answerthink Advantage

Answerthink is owned by The Hackett Group. Answerthink's Best Practice Solutions Group (BPSG) enables world-class performance through best practice-based business and technology solutions. The Hackett Group, a strategic advisory firm, is a world leader in best practice research, benchmarking, and business transformation services. Hackett helps executives identify and quantify performance gaps compared with the best performing enterprises; Answerthink specialists design and implement solutions based on Hackett-Certified™ Practices to enable world-class performance levels.

Answerthink's BPSG capabilities include business applications implementation and design, technology integration, and offshore application maintenance and support. Answerthink is your ideal partner to select, design, and implement SAP solutions that support Hackett-Certified™ Practices.

Answerthink specializes in providing low-cost, on-time delivery and implementation of SAP solutions and excels at helping smaller enterprises get the highest return from the industry and process functionality of SAP applications. In fact, Answerthink has helped hundreds of growing enterprises make the move to SAP solutions.

Our approach is simple yet powerful:

1. Understand factually the practices of world-class firms
2. Configure solutions that enable these practices
3. Implement quickly



Answerthink is a member of united VARs, which is an SAP Platinum partner.

For more details on how SAP and Answerthink can help you better meet challenges of your growing business

Visit www.answerthink.com for more information.