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BROCHURE

# Sage 100cloud for Distribution

*An integrated solution to help wholesale distributors grow revenue and decrease costs*

# Manual processes and disparate data

Balancing business growth and efficiency can be tough at the best of times. According to Aberdeen Group, cost reductions and managing growth expectations are the biggest challenges distributors face.

But the complexity of modern supply chains is the biggest barrier distributors face when trying to meet these challenges. Mammoth product inventories, slim margins, bespoke downstream customer demands, long lead times, and fluctuating supply make distribution a highly volatile industry.

What's more, many companies lack complete visibility across their operations, making these challenges unnecessarily difficult to overcome.

If your inventory, forecasting and logistics processes aren't aligned with your sales, customer service and other key departments, it can be almost impossible to achieve your goals and remain competitive.

# Keeping pace with technology: achieving a single point of truth

The most successful distributors have complete visibility across their organizations - powered by a modern business management solution that brings critical business functions, such as sales, marketing, finance, and operations, together into a single point of truth.

Success lies in mastering the big three: visibility, control, and efficiency.

### Gain complete visibility to achieve greater insight

Being able to see all aspects of your business not only enables you to reduce your costs, but also gain access to critical insight which can be used to identify new growth areas and sales opportunities.

As business conditions continue to change with increasing velocity, you need tools like real-time analytics - including proactive alerts and notifications - to keep you heading in the right direction.

### Take control of workflows and accelerate information sharing

To stand any chance of keeping pace with the competition, you need all your people operating with the same information. Simply, this means ensuring that each area of your business is working as one team.

Get this right, and you can gain access to better sales, greater accuracy, and more precise business and demand planning.

### Drive efficiency with smoother business operations

Every distributor knows if you don't have detailed, real-time inventory information at your fingertips, you risk missing valuable insights that could streamline your business.

It's time to make your business run faster, smarter and smoother.

### The answer - Sage 100cloud for Distribution

Built for security and compliance, it can be customized to meet your unique needs, no matter what your goals.

With a wide range of integration capabilities available, you can be sure your organization and your people can perform at the top of their game.

Sage 100cloud for Distribution also has unique features designed to optimize your operations, including:

- Inventory requirements planning - that helps you quickly assess demand based on sales
- Inventory advice - that gives you the power to collect, collate, and process your inventory data in real-time to eliminate stock-outs and increase working capital
- Alerts and workflows - which enables you to streamline routine manual processes to save time that is better spent on higher value goals like growing your business

sage 100cloud
for Distribution

# How Sage 100cloud for Distribution can help simplify and unify your processes

## Customized processes to meet the specific needs of your business

From financial management to inventory management, Sage 100cloud for Distribution ensures your workflows, cross-functional data sharing, and reporting operate seamlessly to help you make insight-driven business decisions.

With a comprehensive portfolio of value-adding solutions, you can be sure that it will meet even the most varied business needs.

## Accurate financial management to give you greater focus

Sage 100cloud for Distribution gives you powerful financial management tools to help eliminate manual processes and gain greater control over your operations. Use it to optimize both your short and long-term business performance by streamlining invoicing, eliminating accounting errors, and scaling your operations as you grow.

## Optimized inventory to enhance growth

Designed with distribution needs in mind, you can get detailed and accurate tracking and reporting throughout the entire supply chain process - from forecasting and scheduling through to warehouse and delivery.

## Simplified sales and order management to deliver on customer promises

Empower your team to close more sales and get the support you need to answer customer questions with information at your fingertips - optimizing your supply chain for a faster time-to-market.

# Newberry Tanks leverage Sage 100cloud for success

**Industry:**
Petroleum distribution business. Petroleum storage tanks, related equipment and services

**Location:**
Arkansas, United States

**System:**
Sage 100cloud

**Challenge:**
At Newberry Tanks it was apparent that their accounting system was inadequate with most operational and accounting processes being manual and largely paper based. The business operated entirely on a series of disparate spreadsheets. This meant they didn't have a clear picture of their costs and as such they were winning projects that were unprofitable and missing out on projects where their bid was overpriced.

**Solution:**
Newberry were looking for an ERP based accounting system focused on AP/AR and General Ledger. The team opted for Sage 100cloud as the solid financial and accounting functionality, plus the knowledge and support from the Sage partner best met the needs of the business.
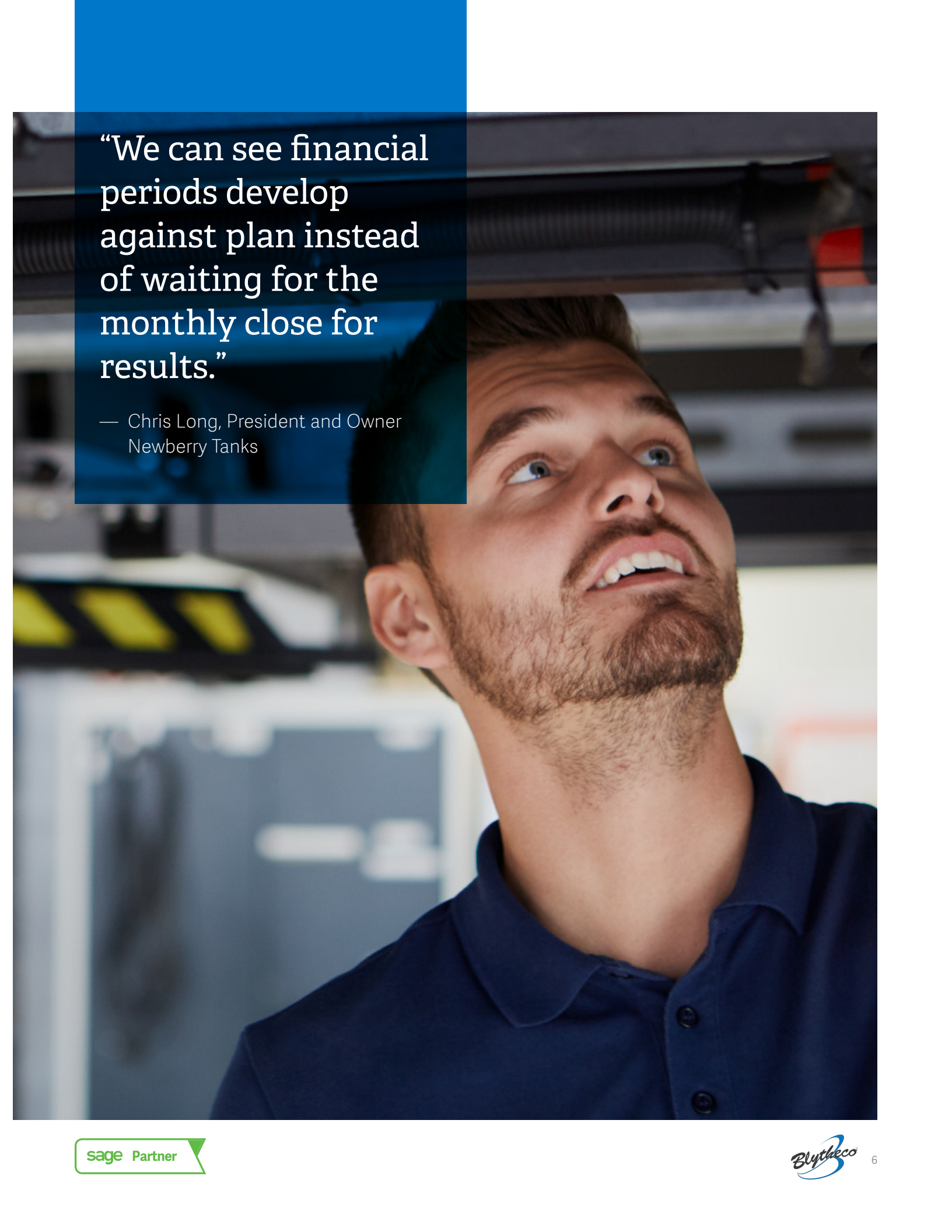
The ability to add bolt-on modules, was also a deciding factor. Adding the inventory management functionality established a formal perpetual inventory process with transaction controls, eliminating a lot of inefficient manual processes.

**Results:**
Since implementing Sage 100cloud, including the additional modules and integrations with other complementary software solutions, Newberry Tanks has been able to gain control of their business processes with impressive results, standardizing them in order to streamline and automate wherever possible.

The addition of this formal engineering process enabled them to understand costs and achieve automation and consistency in their operations and product manufacturing more accurately. Improving the accuracy in their costing had a significant impact on Newberry's profit margins.

In fact, their profit growth is more than double the competition, giving them a significant competitive advantage. The business has flourished and is now poised for the future – whatever it may hold.

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"We can see financial periods develop against plan instead of waiting for the monthly close for results."

— Chris Long, President and Owner
Newberry Tanks

# One solution, limitless benefits

Sage 100cloud for Distribution is feature-rich, dependable, and highly customizable.

With purpose-built modules designed to meet the needs of distribution businesses like yours today, it is flexible enough to adapt to your needs tomorrow.

Here's a quick look at how Sage 100cloud for Distribution can empower everyone in your organization to deliver the goods.

**Automation made easy:**
- Eliminate time-consuming manual data entry
- Simplify everyday tasks
- Detect unrecorded transactions
- Take control of security and accessibility

**Intuitive database management:**
- Reduce the risk of errors
- Increase accuracy and communication
- Resize and anchor controls
- Improve performance

**Comprehensive reporting:**
- Ensure you're never out of the loop
- Combine data from across your organization
- Analyse, filter and aggregate data
- Accelerate data entry

**Complete control:**
- Avoid the unexpected
- Make quicker, more informed business decisions
- Ensure your cash flow can meet the needs of your business
- Understand your exact cash position

**In-depth inventory planning:**
- Improve stock control with Inventory Requirements Planning
- Track costs beyond a simple bill of materials and relative to budget
- Gain real-time item statuses to know where you are in the supply process
- Minimize the risk of errors

**Real-time inventory advice:**
- Gain competitive insights with Sage Inventory Advisor
- Reduce excess inventory
- See significant returns invested in stock
- Use predictive analytics to cut the amount of time spent forecasting

**Proactive alerts and workflows:**
- See alerts for when an inventory lot is about to expire with Sage Alerts & Workflow
- Stay on top of your purchase orders with contextual alerts tied to your system
- Keep your projects on track by setting conditional alerts

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business software, development,
consultation, implementation, education,
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