



## SAP BUSINESS ONE

# Wholesale Distribution

The distribution industry is usually a low-margin, high-volume operation. To thrive in this space, and develop a competitive edge, today's distributor must be able to closely monitor their costs, both direct and indirect, control accurately inventory in real-time, optimize their purchasing process, stay connected with the customers and suppliers, and respond quickly to a constantly changing environment: pricing fluctuations, new-competition etc.

Today's distribution world is highly digitalized, and technology is deployed to cut response and transaction time, provide real-time information and constantly analyze market trends, pricing and conditions.

If your small- or mid-size and growing organization is drowning in spreadsheets, manual processes, and bad information from disparate solutions, it might be time to move to an ERP (Enterprise Resource Planning) system with focus on distribution requirements. Building upon SAP Business One's industry-leading ERP solution, Softengine Wholesale Distribution suite delivers unbeatable inventory control, warehouse management, lot and serial number tracking, and much more.

- Gain greater control with SAP Business One, business management software designed to grow with you. Trusted by over 55,000 companies in 150 countries, this single solution stream lines your key processes — from accounting and CRM to supply chain management and purchasing.
- Capture all of your business information in a single, scalable system.
- Get answers to your most pressing questions, including inventory availability with integrated business intelligence.
- Give employees on-the-go access to the software via an intuitive mobile apps.

"Since Turbo Wholesale Tires maintains over 12,000 SKUs and keeps more than a half-million tires in stock, we needed the new system to provide real-time inventory tracking and the ability to generate a wide range of reports on-demand to provide the information needed to make the best possible decisions. Fortunately, SAP Business One – Wholesale Distribution One offers a broad array of built-in detailed reports on stock transactions, inventory valuations and inventory counts that help the company stay on top of the massive inventory."

Virginia J. Gregorian, Ed.D.  
Chief Operations Officer  
Turbo Wholesale Tires

[softengine.com](http://softengine.com)

PHONE 818.704.7000

FAX 818.884.3900

Softengine, Inc.  
Warner Center Towers  
21800 Oxnard Street  
Suite 1060  
Woodland Hills, CA 91367

## Optimize buying and purchasing to increase margins

Every small business needs a systematic approach to managing the procurement process, from requesting vendor quotes, to creating purchase requests and paying vendors. SAP Business One helps manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments. Integrated reporting tools let you easily compare suppliers and prices to negotiate better deals and identify opportunities for cost savings.

## Purchasing and inventory control

- Procurement — Create purchase requests, POs, and goods receipts; link purchasing documents and view document trails for audit purposes; and manage returns, additional expenses, and multiple currencies.
- Master data management — Manage detailed data in a user-friendly interface, view account balance and purchase analyses, and maintain detailed item purchasing information with price lists and tax information.
- Warehouse and accounting integration — Achieve real-time synchronization of goods receipts and inventory warehouse levels.
- Add WMS+ to manage real-time inventory from a hand-held device — Features include Direct Store Delivery functionality, ability to print custom labels, accept payments and capture signatures on the fly, built-in scale integration and so much more. In addition, you can deploy WMS in the “cloud” or “on premise” — whichever way better fits your business. With WMS running on your mobile device, you can scan all the information you need to manage your inventory at optimal accuracy and efficiency. No more wasted time entering data manually and no more nasty mistakes that throw off your inventory counts.
- Process accounts payable invoices, cancellations, and credit memos with a PO reference — Plan your material needs; and schedule your purchases accordingly.
- Easier, up-to-date reporting — Generate reports with real-time data and display them in various report formats or dashboards.

## Transparent inventory control and distribution

SAP Business One provides accurate information about inbound and outbound shipments, inventory, and item location. You can value inventory using standard costing, moving average, FIFO, and other methods (batch costing); monitor stock levels; and track transfers in real time. You can run real-time inventory updates and availability checks and manage standard and special pricing. You can also apply volume, cash, and customer discounts and run reports that reveal their impact.

“We wanted the flexibility to allocate items from inventory to any order, regardless of when the order was placed. To achieve this goal, Softengine had to customize the core functionality in SAP Business One, which allocates inventory in chronological order. Plus, we wanted the ability to ‘lock’ orders, especially when inventory of a particular item is in short supply.”

- Shawn M. Herzinger, Vice President, Products and Operations, P3 International

## Inventory Planning

- Warehouse and inventory management — Manage inventory using various costing models, maintain item master data, and use multiple units of measure and pricing.
- Bin location management — Manage stock in multiple warehouses, by dividing each one into multiple subzones, set up allocation rules, optimize stock movement, and reduce picking times.
- Goods receipt and issue control — Record goods receipts and issues; track stock locations and transfers; enable consignment, drop-ship, and other orders; and perform inventory and cycle counts.

## Automate Sales Order Processing and Reduce Costly Errors and Delays

- EDI Integration — Softengine Universal EDI Connector provides the deepest level of integration between SAP Business One and your trading partners’ capabilities. You’ll benefit from a single solution that seamlessly merges and manages your key business processes to meet your trading partners’ specific EDI requirements, from vendors, customers, 3PLs to co-packers.
- Shipping Integration — Softengine Shipping Connector saves time and stops shipping errors. It integrates directly with UPS, FedEx and USPS. It improves greatly your shipping operation efficiency, provides better customer service, and it increases your billing accuracy. It is ideal for all companies managing parcel shipments who want to extend order fulfillment visibility both internally (customer service and accounting), and externally (to customer orders in transit).
- B2B and B2C eCommerce — Connect seamlessly SAP Business One to the top eCommerce platforms, (i.e., Magento 2, Shopify) with Softengine’s new eCommerce Connector. No need to reenter customer, inventory, sales order, payment and current pricing and product availability; our eCommerce Connector will access it in real-time. Automatically synchronize hundreds of item attributes with multiple web stores promoting faster time to market.
- Credit card Processing — Softengine Credit Card Connector combined with our eCommerce leverages your Gateway for pre Credit Card authorization and be PCI compliant. Authorization rules in SAP Business One coupled with automated alerts help catch and eliminate fraudulent transactions before you ship.

## Contact Us:

For more information on how SAP Business One and Softengine can help your company increase productivity with accurate, real-time information, visit [softengine.com](http://softengine.com) or contact us at 877.704.7001 or [info@softengine.com](mailto:info@softengine.com)