

SYSPRO Distribution

SOLUTION FACTSHEET

SYSPRO Distribution provides effective sales forecasting insight and planning ability to manage a supply chain from end-to-end through control and visibility of supply chain operations. SYSPRO Distribution provides you, the Distributor, with the necessary capabilities to manage all elements of the sales cycle from managing customer and supplier transactions, including inventory management, to those of sales orders and procurement. It further enables analysis of data to identify key sales trends to make more informed business decisions.

The benefits of SYSPRO Distribution

■ Customer satisfaction

Keep up with customer demands and deliver on customer expectations with efficient customer order management and visibility into your customer activity. Let SYSPRO Distribution help enhance your ability to deliver on customer requirements

■ Optimal inventory management

Keep your inventory at optimal levels through real-time inventory monitoring and the ability to automate warehousing, fulfillment, and material sourcing.

■ Manage supplier process and performance

The purchasing process is streamlined through automated processes which also provide easy access to supplier data and insight into supplier performance.

■ Efficient processes and resource utilization

Document workflow minimizes paperwork and provides transparency keeping distribution processes accurate, consistent and allows for stakeholders to raise, approve, or reject items timeously. This increases efficiencies and optimizes resource capacity which has a positive effect on supply-chain management and the organization's bottom line.

SYSPRO Distribution Solutions

■ Inventory Management

Inventory Management gives you more control over your inventory by providing greater accuracy and visibility to inventory information throughout the organization. It forms the core of the manufacturing, distribution and accounting facilities and is designed to integrate with all the major functions of the systems to provide flexible reporting on inventory holdings.

■ Sales Orders

Sales Orders simplifies order taking, management and the fulfillment of customer orders. It automates the sales order process, reducing the manual time taken to key in orders, freeing up resources to better serve your customer needs. Customer account information can be accessed to streamline the ordering process for status, credit limits, previous orders, and to confirm the customer's billing and shipping addresses.



Related Modules:

- All SYSPRO modules

Manufacturing and Distribution

Industries:

- Food and Beverage
- Fabricated Metals
- Industrial Equipment and Machinery
- Automotive
- Electronics
- Packaging
- Plastics and Rubber

Technical Requirements:

- SYSPRO ERP

- **Purchase Orders**

Purchase Orders provides you with the functionality to simplify your Purchasing and Receiving processes while ensuring greater order accuracy. It also enables the monitoring of the incoming quality, stock accuracy, lead times and cost of purchases, while providing a comprehensive supplier performance analysis.

- **Sales Analysis**

Sales Analysis provides insight into sales activities to improve sales profitability and provide information for sales forecasting and planning on a number of levels. It also assists in determining the extent to which a sales force has met its sales objectives through the provision of analysis on how well salespeople and product groups are performing compared to budgets available.

- **Counter Sales**

Counter Sales facilitates efficient over-the-counter sales transactions, by enabling the receipt of payments and deposits at the point of transaction. Similar to a retailer that has a point-of-sale register, the counter sales process within SYSPRO will support walk-up cash, credit card and on-account sale transactions, and integrate the cash draw with end of day reconciliation.

SYSPRO Distribution+

SYSPRO Distribution+ is a supply chain management solution that provides the ability to track and trace batches and serials, programmatically balance demand with supply, manage elaborate sales orders and releases, account for inbound freight costs, manage promotions, optimize stock levels, and process returns from customers and to suppliers. It is suitable and caters for multisite and international operations.

SYSPRO Distribution+ allows for more dynamic and integrated transactions and interactions with the supply-chain, enabling greater control over operations for effective business management and customer satisfaction.

The benefits of SYSPRO Distribution+

- **Create more resilient supply chains**

Improve resilience and profitability through intelligent supply chain planning and execution. Calculating supplier requirements and ensuring that the right levels of inventory and raw materials are delivered, in the right quantities, quality and at the right cost.

- **Resolve product quality issues and accelerate time to market**

Accelerate innovation and respond quickly to quality issues, changing customer specifications, and obsolete parts to ensure compliance and mitigate delays.

- **Simplifies supply-chain collaboration**

Make working together across different locations and collaborating with the supply chain easy with the ability to share and access data in real-time from anywhere with proactive security measures that protect data

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SYSPRO Distribution+ Solutions

■ **Lot Traceability**

Lot Traceability, also known as Batch Traceability, provides instant access to all the critical information required to track manufactured lots, batches and serialized units. It includes materials consumed, warehouse information, inspection information, quantities and control dates. Lot Traceability assists in identifying root-causes for defects, leading to effective containment and resolution.

■ **Requirements Planning**

Material Requirements Planning (MRP) assists in managing the balance between supply and demand. MRP uses projected and actual demand and supply to assist in planning and creating realistic production, purchasing and supply transfer schedules. It also identifies capacity constraints and maintains optimal stock holdings in a multi-site and multi-warehouse environment. It therefore helps reduce inventory, increase manufacturing productivity, and ultimately facilitates cash flow.

■ **Blanket Sales Order & Releases**

Blanket Sales Orders provides an effective method of setting up contracts between original equipment manufacturers (OEMs) and their suppliers by providing blanket sales orders with multiple release dates, multiple call-offs and cumulative tracking.

■ **Landed Cost Tracking**

Landed Cost Tracking facilitates the process of capturing and calculating costs associated with the acquisition of goods from around the world, enabling businesses to accurately calculate inventory valuation by including these associated costs, whether the costs are known at the time of receipt of the goods, or sometime after. This in turn provides the ability to perform accurate profitability analysis.

■ **Trade Promotions**

Trade Promotions provides increased control and efficient management of your promotions, thereby reducing time-consuming reconciliations and improving accuracy and profitability. It gives you complete visibility across your internal and supply chain networks, enabling you to accurately target, forecast, plan, and execute successful trade promotions.

■ **Inventory Optimization**

Inventory Optimization is the practice of having the right inventory to meet your target service levels while tying up a minimum amount of capital in inventory. To achieve this, you need to account for both supply and demand volatility.

■ **Return to Supplier**

Return to Supplier facilitates the return of goods or services to suppliers as a result of defects or other reasons for dissatisfaction by integrating all processes affected by a return to supplier transaction. It simplifies the process of returning goods and services to suppliers or providers and improves the management governance of all items leaving site for returns or repairs.

■ **Return Merchandize Authorization**

Return Merchandize Authorization facilitates the controlled management of returns, replacements, credits, and repairs and provides insights to facilitate re-work production and procurement decisions to balance stock levels.

Contact Us

To learn more about SYSPRO solutions for Distribution visit <https://www.syspro.com/industries/distribution-software>