



# Distribution/Wholesaling:

Connect with customers and suppliers to streamline operations, increase profitability, and eliminate competition.



Global competition, shorter product lifecycles, lean economic conditions, increasing customer demands—these and other challenges put enormous pressures on distributors:

- Get flexible, industry-rich solutions that will help you succeed in your challenging business
- Achieve real-time visibility across the global supply chain and respond efficiently to customer demands

## Challenge:

As a result, today's wholesale distribution industry has never been so challenged and complex. Customers and suppliers have become more demanding. Products are increasingly commoditized, and margins are shrinking. As a result, wholesalers are taking a more active role in supply chain management. Relying on distributors to handle supply chain management and technical support has driven vendors to seek national wholesale operations. The need to operate on a national level has driven industry consolidation.

In a slow economy, distributors are even more concerned about improving operations, reducing costs and remaining competitive. Specifically:

- Delivering business-wide reports to understand where savings can be found and how customers are being serviced most effectively
- Increasing the flexibility of existing or new systems to deliver on customer demands, and implementing customer-specific technology and reporting requirements
- Better understand customer needs in order to offer value-added services that differentiate distributors-wholesalers from the competition and help improve margins

These concerns ultimately translate into two specific needs that distributors have: strengthen customer relationships to more efficiently serve their needs and protect their base from the competition, and extend the capabilities of their technology solutions to improve business operations.

## Solution:

Global competition, shorter product lifecycles, lean economic conditions, and increasing customer demands put enormous pressures on distributors. Distributors/

### About Us

Green Beacon Solutions partners with clients to implement integrated financial, supply chain, sales automation, and marketing business solutions built on proven Microsoft technologies. Our unique combination of technology, people, and process quickly help identify and implement expert strategies that support our client's business objectives within the distribution, professional services, banking/banking services, and manufacturing industries.

### Why Green Beacon?

Our technology and consulting expertise, combined with our success in solving customer issues, have resulted in our unmatched industry reputation. We have an outstanding track record developing, delivering, and integrating ERP, CRM BI and Marketing Automation technology solutions that deliver direct business benefits for our customers.

617.485.5000

[www.greenbeacon.com](http://www.greenbeacon.com)

# Distribution/Wholesaling

wholesalers require a flexible, industry-rich solution that helps you succeed in your challenging business to achieve real-time visibility across the global supply chain while responding efficiently to customer demands.

Specifically, you require a solution that:

## Improves Inventory Decisions:

- Provide real-time visibility into inventory levels and sales across multiple locations and companies
- Understand the performance of inventory investments, and optimize inventory choices and service levels

## Drives Supply Chain Savings:

- Automate critical business processes and reduce internal costs
- Accurately track shipping and delivery through the use of automatic data collection
- Understand demand through the creation of accurate demand forecasts

## Enhances Profitable Customer Relationships:

- Respond rapidly to customer demands such as packaging, shipping, and delivery requirements
- Improve the ability to offer profitable add-on services
- Manage increasing volume of orders via web, fax, phone

## Why Green Beacon?

Green Beacon Solutions has helped distributors-wholesalers gain the necessary visibility into operations, customers, and suppliers that is required to help track products, lower inventory levels and deliver on customer specific requirements, while also helping to lower the cost of internal operations. Since 2001, we have partnered with distribution clients to implement integrated financial, supply chain, sales automation, and marketing business solutions built on proven Microsoft technologies. Our unique combination of technology, people, and process quickly help identify and implement expert strategies that support our distribution client's unique business objectives.

Green Beacon's CompassPoint Solutions built into the Microsoft Dynamics AX and CRM platforms provide Distribution companies like yours with a targeted solution that enables you to adapt to your evolving market and meet customer demands by improving supply chain operations, effectively managing branch locations and sales staff, while keeping costs low and increasing profitability.

Maintain Microsoft Dynamics AX with Green Beacon's

## SmoothSail Managed Services

- Dedicated support staff at our Newton, MA HQ
- On-demand and cost-effective management services for CRM and ERP applications
- Advisory services to increase business efficiency by improving system usage
- Support and maintenance services to reduce down-time and ensure productivity so that systems operate at high availability



**GREEN BEACON SOLUTIONS**

- Established in 2001
- Headquartered in Boston, Massachusetts
- Offices in New York, Philadelphia, and Houston
- Specialists in Microsoft Dynamics Business Solutions
- ERP and CRM Consulting Services
- CompassPoint Solution Software Accelerators
- SmoothSail Support & Managed Services

617.485.5000

[www.greenbeacon.com](http://www.greenbeacon.com)