

Deloitte Consulting Distribution Solution (DCoDS) Gaining visibility

Wholesale distributors today are seeing their margins get squeezed like never before. On one side, inflation and rising fuel prices are driving costs through the roof. On the other side, customers are demanding higher service levels while expecting lower prices and all kinds of special discounts and rebates.

Many companies realize the only way to stay competitive in this increasingly complex and challenging business environment is to capitalize on the latest technology tools. They just don't have the time and resources to make it happen. That's why we created the Deloitte Consulting Distribution Solution (DCoDS)—a pre-configured SAP® solution designed to help wholesale distributors manage their businesses more effectively.

Fast track to profitability

For many companies in the sector, net income is not keeping pace with sales. This could be a sign that organizations are losing control over their cost of goods sold and selling, general, and administrative expenses. Or, it could mean they are focusing too much time and attention on customers and products that aren't actually profitable. With so many complex pricing arrangements in play today—including special pricing agreements, chargebacks, billbacks, and claims—it's hard to know what's really going on.

DCoDS combines SAP technology with Deloitte's deep industry experience to provide a pre-configured solution tailored to the needs of wholesale distribution. The offering—which recently qualified as an SAP® Business All-in-One Partner Solution—helps wholesale distributors manage their full range of business activities, including: Forecast-to-Stock, Procure-to-Pay, Order-to-Cash, Advance Planning and Optimization, Financial Supply Chain Management, and Record-to-Report. It also provides clear visibility into profitability at every level, from customers to channels to products, so business leaders can make more informed decisions about where to focus.

How we can help

Whether you're planning a major business transformation or simply enhancing capabilities that are already in place, DCoDS provides the technology, leading practices, and business processes to get the job done faster and more effectively.

Deloitte has deep technical capabilities and works closely with SAP to deliver effective technology solutions for companies all around the world. But what really sets us apart is our business-oriented approach. We understand the core challenges companies face and offer an unmatched range of professional services—including consulting, financial services, and tax and risk management—to help tackle even the most complex problems.

Bottom-line benefits

- Leverage a pre-configured solution designed specifically for wholesale distributors
- Get faster implementation for accelerated results
- Implement a scalable, portable, and customizable solution that grows with your business
- Improve forecasting, cash flow management, product traceability, quality inspection, returns, and transportation planning
- Support dynamic pricing with improved visibility into profitability
- Facilitate mobile solutions for managing your business anytime from anywhere

How to get more value from DCoDS

Improving profitability is a major undertaking. Here are a few things we've learned that can help:

- *Don't reinvent the wheel.* Out-of-the-box solutions like DCoDS can easily be tailored to the specific needs of your business—saving you the time and effort of configuring a solution from scratch.
- *Spend smart.* Pre-configured solutions are cheaper and faster to implement. Plus, the latest business practices and industry insights are already included at no extra cost.
- *Think mobile.* Smartphones and other mobile devices can help your business improve its efficiency and service levels. Look for solutions that include mobile capabilities from the get-go.

Additional information

For additional information please visit:

www.deloitte.com/us/SAP

For a demonstration of how DCoDS can help your business, please contact one of the Deloitte professionals listed below.

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