

NetSuite for Wholesale Distributors

Transform Your Distribution Business with Software Built for the Cloud

The Bottom Line: NetSuite is the No. 1 cloud ERP solution for wholesale distributors, empowering tens of thousands of fast-growing companies with software to transform and accelerate their businesses. Using NetSuite, distributors can run their businesses on a single, unified platform reducing IT costs and gaining comprehensive, real-time visibility across their organisations.

Run your entire business on a single, true cloud platform. Rid yourself of multiple, disparate applications and bring all your data into a single, customisable system, accessible from anywhere.

Know your operations like never before. Gain insight from data gathered across your organisation and empower your employees with the information they need.

Get a 360-degree view of your customers. Record every interaction automatically in a single, searchable system—from marketing to selling to service and support.

Engage users everywhere with omnichannel commerce. Reach your customers online, by phone, over email, in person and more. Exceed the evolving expectations of 21st century consumers.



“WITH NETSUITE, WE HAVE PEACE OF MIND THAT WE NOW HAVE A TRUE 360-DEGREE VIEW OF OUR GLOBAL BUSINESS THAT WE CAN ACCESS ANYTIME, ANYWHERE.”



“OUR BUSINESS PHILOSOPHY IS BUILD IT AND IT WILL COME. DID WE NEED NETSUITE WHEN WE WERE DOING 20 OR 30 INVOICES A DAY? NO, WE SURVIVED. BUT TO GROW 176% IN 12 MONTHS WITH NO SLOWDOWN AS WE DID, WE NEEDED IT, JUST AS WE’LL NEED IT TO GROW TO 500 OR 1000 INVOICES PER DAY IN THE FUTURE.”



Transformational Results

In a study by SL Associates, wholesale distribution companies reported stunning improvements in key performance metrics after switching to NetSuite’s cloud-based software solution.

Actionable Business Insights	+ 50% to 80%
Gross Margin Performance	+ 1% to 5%
Revenue Performance	+ 2% to 10%
Inventory Costs	- 20% to 30%
Obsolete Inventory Carrying Costs	- 20% to 40%
Customer Backorders	- 60% to 80%
IT Resource Costs	- 50% to 75%
Disaster Recovery Costs	- 50% to 75%

Key Features

NetSuite offers built-in workflows for critical functions across your distribution business, including:

Commerce. Omnichannel engagement brings together all your customers and business activities.

Financials. A best-of-breed financial management application ensures world-class accounting across your organisation.

Marketing. Real-time metrics and comprehensive data drive engagement with current customers and new market expansion.

Sales. Unparalleled efficiency and visibility from lead to close support a sales effort that’s second to none.

Orders. Omnichannel means accepting orders everywhere (online, offline, EDI and more) and fast-tracking order-to-cash.

Sourcing. Ultimate control over procure-to-pay processes improves supplier relationships, transparency, and forecasting.

Warehouse. WMS functionality reduces overhead and cycle times while increasing inventory turns and on-time delivery rates.

Support. Case management, return tracking, and self-service client support enable you to run a truly customer-oriented business.

Customisation. The groundbreaking SuiteCloud Platform provides infinite extensibility, meeting your unique needs and scaling as you grow.

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