NETSUITE
WHOLESALE DISTRIBUTION

REMEDIATE

- Financial (FMS)
- Order management
- Inventory
- CRM
- Operational BI

EXPAND

- B2C and B2B commerce (B2X)
- Supplier-customer experience
- Work orders and assemblies

INNOVATE

- Supply Chain Automation (SCM)
- Bar coding

ENHANCE

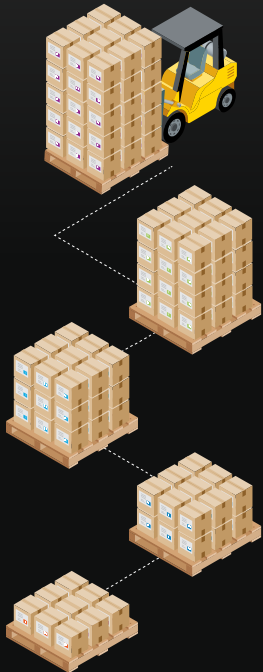- Warehouse Management (WMS)
- Field service

TRANSFORM

- Business intelligence
- Marketing automation
- Price and margin management

NETSUITE
WHOLESALE DISTRIBUTION

	CHALLENGES	IMPACT	SOLUTION
TRANSFORM	• No insight into customer behavior • No closed-loop ROI	Stagnant growth →	• Business intelligence • Marketing automation • Price and margin management
ENHANCE	• Inefficient inventory utilization • Consumer directed fulfillment • Service cross sell and upsell	Poor use of working capital →	• Warehouse Management (WMS) • Field service
INNOVATE	• No visibility into the supply chain • Inability to expand channels • Order inefficiency and inaccuracy	Customer attrition →	• Supply Chain Automation (SCM) • Bar coding
EXPAND	• No visibility into the supply chain • Inability to expand channels • Order inefficiency and inaccuracy	Market share loss →	• B2C and B2B commerce (B2X) • Supplier-customer experience • Work orders and assemblies
REMEDIATE	• Finance misery with close & audit • Lack of order orchestration • Lack of inventory visibility • Inconsistent customer care • Manual processes • Legacy platform	Revenue loss due to over-promising and under-delivering Inability to scale →	• Financial (FMS) • Order management • Inventory • CRM • Operational BI

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