

THE COMPLETE SOLUTION FOR DISTRIBUTION



EXTEND AND MANAGE THE ORGANIZATION TO EXTEND PROFITS

Distribution is a domain that requires tracking wide range of products over widely dispersed distribution networks. Accurate Inventory ensure that there are no surprises when it comes to shipping products and also keep carrying costs low. Delivering to customers on time is crucial in retaining customers.

Distribution companies need to have control on prices, discounts and margins.

Also, in a volatile market, being able to make quick decisions based on accurate information enables agility and the ability to create rolling forecasts.

Distributors need to improve processes efficiency, to track and improve specific indicators: purchasing, sales, prices, inventory turnover, delivery time. The success of a distribution company is driven also by the software solution implemented and used in the company.

INTEGRATION 100%

BITSoftware provides a complete and integrated solution, managing the operational processes, from requisitions to suppliers invoices, from customers orders to invoices, payments, performant warehouse management, e-Commerce for distribution through online channels, financial management and accounting, customer service management and business intelligence.

BENEFITS



Integrate and automate your distribution processes



Efficiently manage inventory across different locations



Improve accuracy and quality of deliveries



Manage all the sales channels



Reduce costs and increase margins



Reduce the time for strategic decisions

Timely supply

Automate your purchasing processes, from requisitions, suppliers orders, suppliers invoices to payment. SocrateCloud allows optimal planning of acquisitions, by implementing some specific mechanisms that generate the purchasing requirement based on the minimum stock, available stock and average sales on a given time.

The requisitions can be approved, afterwards the suppliers orders, receipts, invoices and payments are automatically generated. The process allows tracking of suppliers, delivery deadlines, incidents, inventory control and optimizing the whole supply chain.

Inventory and warehouse optimization

Manage the in's and out's in the warehouse and also the inventory. Reduce costs by controlling your stock (old items, stock with low rotation). Increase sales volume by eliminating stockouts, optimize the stock turnover in the warehouse by using specific algorithms.

A specialized warehouse management solution developed on SocrateCloud platform manages and automates entirely the storage activities, providing complete traceability from lot level down to individual serial numbers, customizable rules and optimal space usage during storage, real-time users guidance during retrieval and picking

operations, 3D visualization of warehouse locations. Reduce the inventory costs and reduce warehouse incidents by automating the counting process, use with maximum efficiency the available storage space, use the optimal route for moving in the warehouse, reduce the transportation costs and increase equipments lifetime. Track the whole warehouse activity in real time.

Orders and sales management

Create quotes, sales orders, book products, manage stock, generate invoices and track the payments, automatically send notifications for customers who are exceeding the payment terms and improve cash flow.

With SocrateCloud you can automatically take over the orders through web, EDI increasing their processing time. Book or block stocks for special customers, using orders or preorders, notify the agents when booking expires and the client, when products are already in stock. Track sales on regions, customers, classify customers based on different criteria and analyse the sales objectives (planned versus realized) on products, agents, customers, regions.

The invoices can be automatically sent in the customers (key accounts) invoicing systems.

Accurate delivery

SocrateCloud helps you to have accurate deliveries, by automating the delivery process, from delivery preparation, orders to be delivered, required vehicles to transportation routes. The preparation of delivery is done based on customer orders, with automatically or manually generating of delivery notes, picking lists and customers invoices.

Manage prices, discounts and margins

Easily create price strategies, specific customer price lists, promotions and track the sales on all distribution channels. Get the P&L analysis and find out your margins on products, customers and regions.

e-Commerce B2B

Improve communication with customers and partners by using a webstore where customers and partners can create online orders, track orders and invoices status, products on stock and find out the latest news about products.

Financial and accounting management

Automate with one system the processes in organization and manage your financial records, from all location and all sales channels. The system is multi-accounting, multi-currency, multi- taxes and multi-language.

Customer service management

Manage customers, their requests, and answer quickly at any question or request. Turn them into loyal customers and track history of customer relationship and the quality of the provided services.

Tailored analysis and reports for distribution

Would you like to have a complete overview on the most important business indicators? to drill down in order to find out the causes which determine a better or a worst result? and improve the activity on the go?

The reports included in the Business Intelligence solution, provided with SocrateCloud, helps you get an overview on the important indicators in the company, according to roles, departments, to create your own reports and share them with other persons in the company. With modules dedicated to distribution companies, track the sales results, the deliveries, the stock and customer status, the margin on products/customers/regions, only with one click. The information are taken over in real time, in order to see whenever is needed your important data and analysis.