# HOW TO SELECT THE RIGHT ERP FOR WHOLESALE DISTRIBUTION BUSINESS

Find out what to consider when deciding ERP system for your organization

NAVISIONTECH

## 10 STEPS

TO FINDING YOUR PERFECT ERP TODAY

NA**VISION**TECH

## 1. Identify Your Business Needs

- **Assess Current Processes:** Identify pain points and inefficiencies in your current processes.

- **Define Goals:** Clearly outline what you want to achieve with the ERP system (e.g., improved inventory management, better order fulfillment, enhanced reporting).

- **Future Growth:** Consider future scalability and the ability to support growth.

## 2. Key Features to Look For

- **Inventory Management:** Real-time inventory tracking, stock optimization, and automated replenishment.

- **Warehouse Management:** Efficient warehouse operations, barcode scanning, and pick-pack-ship processes.

- **Order Management:** Streamlined order processing, order tracking, and integration with e-commerce platforms.

- **Supply Chain Management:** Supplier management, demand forecasting, and procurement processes.

- **Finance Management:** Accounting, financial reporting, and budget management.

- **Integration Capabilities:** Integration with existing systems (e.g., CRM, e-commerce platforms, shipping solutions)

## 3. Evaluate ERP Vendors

- **Industry Experience:** Choose vendors with experience in the wholesale distribution industry.

- **Customization:** Ensure the ERP can be customized to fit your specific needs.

- **Ease of Use:** User-friendly interface and easy adoption for employees.

- **Support and Training:** Availability of ongoing support and comprehensive training programs.

## 4. Cost Considerations

- **Total Cost of Ownership:** Consider not just the initial cost but also maintenance, support, and upgrade costs.

- **ROI Analysis:** Estimate the return on investment by analyzing the potential cost savings and efficiency gains.

NA**VISION**TECH

## 5. Request Demos and Trials

- **Product Demos:** Schedule demos to see the ERP in action and understand its functionality.
- **Free Trials:** Utilize free trials to get hands-on experience and assess ease of use and performance.

## 6. Check References and Reviews

- **Customer References:** Speak to other wholesale distributors who have implemented the ERP.
- **Online Reviews:** Look for reviews and ratings on platforms like G2, Capterra, and TrustRadius.

## 7. Implementation and Training

- **Implementation Plan:** Develop a detailed implementation plan with timelines and milestones.
- **Training Programs:** Ensure comprehensive training programs for all users to ensure smooth adoption.

## 8. Scalability and Flexibility

- **Growth Support:** Ensure the ERP can scale with your business as it grows.
- **Customization:** Look for an ERP that allows for easy customization and flexibility to adapt to changing business needs.

## 9. Vendor Support and Maintenance

- **Support Services:** Evaluate the vendor's support services, including response times and availability.
- **Upgrades:** Check the vendor's policy on upgrades and new feature releases.

## 10. Data Security and Compliance

- **Security Features:** Ensure the ERP has robust security features to protect sensitive data.
- **Compliance:** Check that the ERP complies with industry regulations and standards.
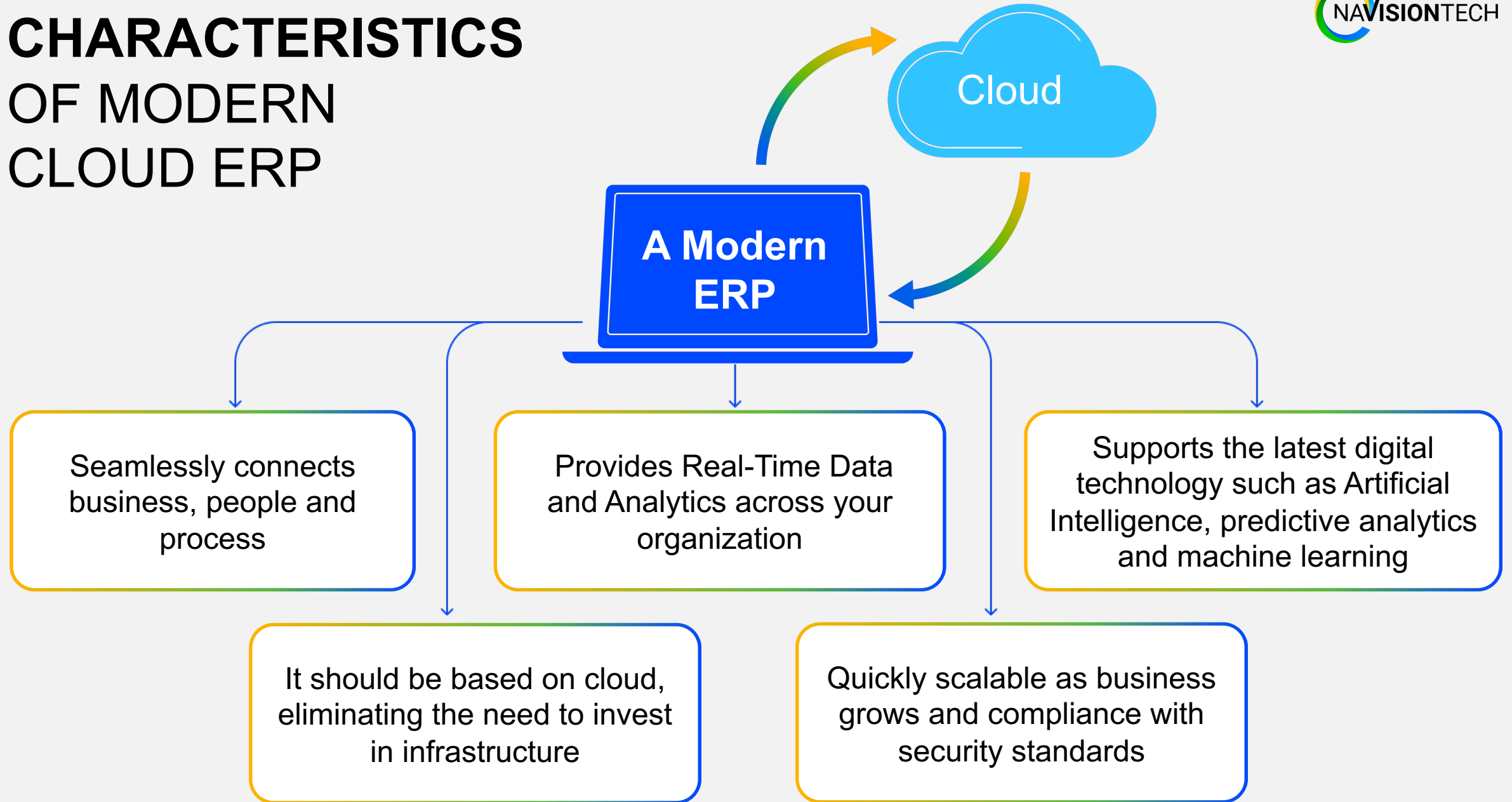
# 3 KEY STRATEGIES
## TO PERSUADE
## INTERNAL SKEPTICS:

Highlight the tangible benefits the ERP system will bring to the organization, such as increased efficiency, improved data accuracy, streamlined processes, and enhanced decision-making capabilities. Acknowledge and address the concerns and objections of skeptics upfront. This demonstrates empathy and shows that their perspectives are being taken into consideration. Involve key stakeholders, including skeptics, in the decision-making process from the beginning.

## Use your analysis to make decision

### Identify why you need an ERP?

Understand the specific pain points and inefficiencies in your current business processes that an ERP system can solve. This could include issues like disjointed data, manual processes, lack of real-time insights, or difficulty in scaling operations.

### Re-evaluate ERP options

Once you've identified the need for an ERP, it's important to evaluate different ERP options available in the market. Consider factors such as the scalability of the ERP, its compatibility with your existing systems, the level of support provided, and the overall cost-benefit analysis.

### Confirm your singing

After evaluating different ERP options, the final step is to confirm your decision and sign the contract with the chosen ERP vendor. This involves finalizing the terms of the agreement, including pricing, implementation timeline, and support services, to ensure a smooth transition to the new ERP system.

![NAVISIONTECH]

# Click <u>here</u> to learn more about ERP

**Get in Touch**

7244 Kyle Ct, Suite 5, Sarasota, FL 34240
Office: +1 941-914-9144

sales@navisiontech.com