

EPPS SMART ERP for Distribution Industry

There has been a significant expansion in distribution channels in India during the past few years. The major channel components are the retail network, wholesale network, and the logistics infrastructure. The modern distribution market in India is expected to grow from US\$ 13.51 billion in 2016 to US\$ 26.67 billion in 2019.

Market Trends of the Indian Distribution Industry



The total number of retail distribution outlets in the country is estimated at over 12 million



India is the world's fifth largest global destination in the distribution space



India's Business to Business (B2B) e-commerce market is expected to reach US\$700 billion by 2020. Indian e-commerce retail sales are expected to reach US\$120 billion by 2020 from US\$30 billion in 2016



Luxury market of India is expected to grow to US\$30 billion by the end of 2019 from US\$23.8 billion 2018

Source: IBEF, nordeatrade.com, export.gov

The distribution industry with its vast scope for exploring new horizons, still faces some stringent challenges which need to be taken care of.

Major Challenges

Distribution industry performs the balancing act between manufacturers and retailers. They carry the bulk of the supply chain inventory and struggle to remain afloat within specified price bands. There are challenges galore.

- The purchase transactions are very large in numbers with each having a small value. Thus transaction processing costs of procurement and goods handling eat into the paper thin margins of wholesalers. They have to constantly turn to technology to handle these transaction volumes at reasonable costs.
- Transportation costs form a major constituent of distribution costs. Keeping the freight costs under control could boost the profitability of a distributor by a few notches. Apart from transportation, material handling at times is complex as many distributors are also into repackaging or kitting of manufacturer's products. Keeping a tab on these operations is often cumbersome.
- Distribution industry is governed by trade and consumer promotions. Availing the promotions given by manufacturers to the fullest extent and simultaneously introducing their own promotions to retailers keep the goods moving in the supply chain profitably. Tracking the effectiveness of these promotions and being able to implement innovating schemes are the core of distribution business.
- Inventory is the lifeline of distribution. Incorrect stocking policies lead to inventory buildup and then distress sales at heavily discounted prices. On the other hand, stock outs mean lost sales. As the windows of sales of consumer products become short and seasonal these losses are difficult to recoup.

For distributors of perishable products expiry losses are a major drag on bottom line. Prioritizing product movement based on expiry dates is necessary to minimize these losses.

Key Features and Business Benefits of EPPS SMART ERP

- Central Purchase**
Raise a bulk purchase order on your trading suppliers and take deliveries directly at various distribution points.
- Replenishment Management**
Manage the inventory replenishment effectively based on min-max level, EOQ and Reorder Level, Auto Indents are triggered based on the quantities defined for replenishment of Inventory.
- Demand Planning**
Material planning tightly coupled with sales forecasts ensures high availability and service levels during peak seasons.
- Shelf Life and Expiry Control**
Track expiry dates of items purchased from your suppliers. Ensure first expire first out by shipping the short expiry dated batches first which will result in less wastage and fewer recalls.
- Stock Transfer Orders**
Manage transactions of moving stock transfer from one location to another with vehicle details.
- Storage Location Management**
Assign well defined storage locations to items depending on their frequency of movement. Quarantine rejected items and make pick and pack operations easier by easily locating items.
- Order Promising**
Visibility into free stock and production plans help sales in promising realistic delivery dates to customers improving customer satisfaction and loyalty.
- Rebate Management**
Defining and settling creative rebate agreements boost channel loyalty. Numerous business rules can be applied.
- Discounts & Promotions Management**
Defining and managing trade & consumer promotions boost sales. Powerful period, brand, location, product based schemes of various types of discount in cash and kind.
- Price book**
Customer, location & period specific price books for central control of channel prices. Price changes can be implemented quickly and effectively.
- Drop Ship (coming soon)**
Tracking and servicing the warranty claims in a timely manner improve customer satisfaction & brand loyalty. Get your suppliers to deliver directly to your customers and save on handling and transportation costs.
- Kitting/De-kitting**
Combine related products into a package and sell as a kit together. Or receive kits from suppliers and de-kit those into individual products for selling.
- Freight Management**
Capture freight contracts and individual vehicle loading and delivery details to keep a tight control over transportation costs.
- Barcode/RFID integration**
Reduce inward/outward transaction processing by scanning barcodes instead of manual entries. Manage your returnable containers e.g. pallets, baskets, trolleys through RFID or Blue Tooth location monitoring.

EPPS SMART ERP has helped companies in the Indian distribution sector to improve process efficiency, lower costs of logistics and manage inventory better. Our smart solutions and features sit perfectly to match the unique needs of the Indian distribution industry.

In addition, below are some of the highlights of EPPS SMART ERP that empower businesses across verticals and make businesses more efficient.

THE EPPS SMART EDGE



 SMART TCO

- ✓ No third-party licensing
- ✓ Concurrent user policy
- ✓ One year free support, after Go-Live
- ✓ Minimum cloud hosting charges
- ✓ Available On-Cloud/ SAAS/On-Premise



 SMART Experience

- ✓ Easy to use
- ✓ Intuitive user experience
- ✓ Configurable
- ✓ Scalable
- ✓ Seamless Mobility
- ✓ Prompt regional support
- ✓ Minimal training time



 SMART Technology

- ✓ Futuristic Open Source (JAVA and PostgreSQL)
- ✓ API Framework (Connected Ecosystems)
- ✓ Scalable Technology
- ✓ Manage high volumes of data
- ✓ Platform Agnostic browser based
- ✓ Yearly 3 product releases with major enhancements



EPPS team members are extremely responsive and knowledgeable. They have a solid process in place for project management and are very good at ensuring that the solutions they provide, will meet all of the project requirements. EPPS ERP has helped us streamline our supplies and inventories management.

- Bony Industries 

To know more please get in touch with us today.