

the value chain

Accelerate. Adapt. Act.



GO.BEYOND™
Wholesale Distribution Solution

Our understanding of your industry

Today's competitive markets demand that wholesales distributors optimise their non-differentiating business processes, evolve existing services, and look for opportunities to go above and beyond what their peers have to offer. Simply breaking bulk and maintaining personal customer relationships no longer cut it. Leading distributors are striving to provide their volume channel with a highly scalable commerce platform while at the same time offering customer-centric services and driving towards a superior customer and brand experience. If you are not pushing for scalability while thinking about how to incorporate intelligent technologies into your business interactions via process mining to identify inefficiencies or chatbot-supported order management, you are impeding your ability to focus employees on high-value tasks that improve your customers' experience.

80%

of wholesale distributors say they are concerned about the impact that the increase of business-to-consumer orders will have on costs and profitability.

81%

of wholesale distribution customers believe simplification is important for their organisation.

88%

admit IT investment is important to achieve process simplification.

80%

of CEO'S believe their company delivers superior customer experience. 8% of customers agree.

Wholesale distributors are investing in **specific strategies that will enable them to:**

- ✓ Become a **value-added** services distributor
- ✓ Become an **“anything, anywhere, anytime”** distributor
- ✓ Become a **solution-oriented** distributor
- ✓ Empower the **modern employee**



As a member of a wholesale distribution company, the following **13 challenges** and solutions may resonate with you:

CHALLENGE 1

PRODUCT DATA GOVERNANCE

CHALLENGE 2

MANUFACTURING-LIKE ACTIVITIES

CHALLENGE 3

COMPLEX AND FLEXIBLE PRICING

CHALLENGE 4

EDI COMMUNICATION

CHALLENGE 5

WEBSHOP INTEGRATION

CHALLENGE 6

CUSTOMER EXPERIENCE & OPPORTUNITY MANAGEMENT

CHALLENGE 7

OUTPUT & LABELS

CHALLENGE 8

EFFICIENT WAREHOUSE MANAGEMENT

CHALLENGE 9

ARCHIVING LEGAL DOCUMENTS

CHALLENGE 10

PERSONALISED SERVICES

CHALLENGE 11

TRANSPORT MANAGEMENT

CHALLENGE 12

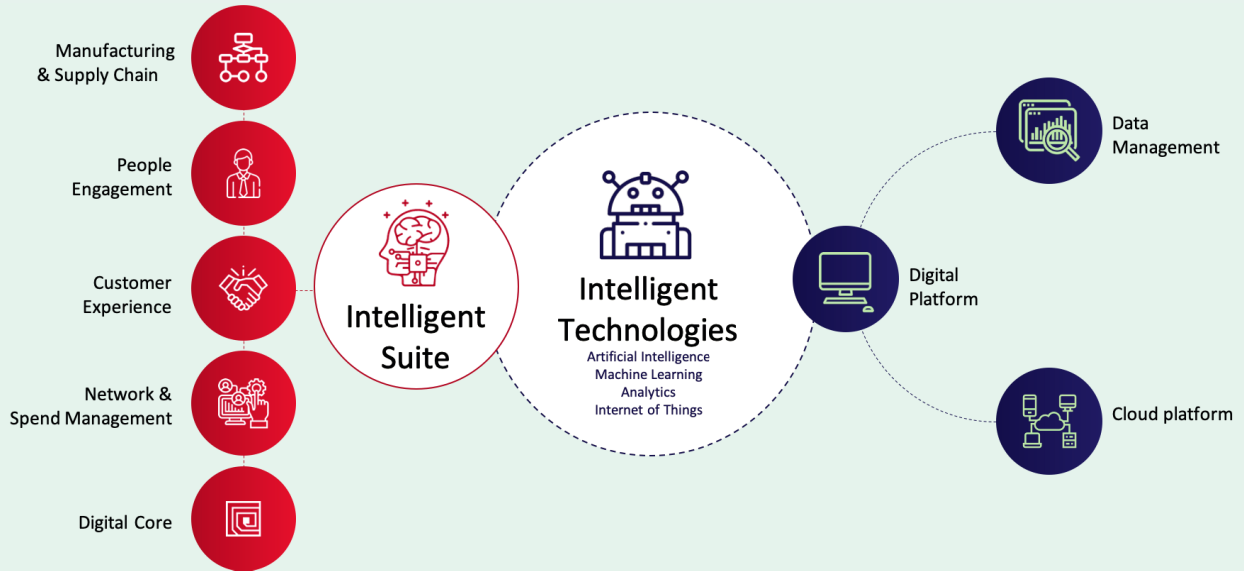
FINANCIAL PLANNING & BUDGETING

CHALLENGE 13

FORECASTING & OPERATION EFFICIENCY

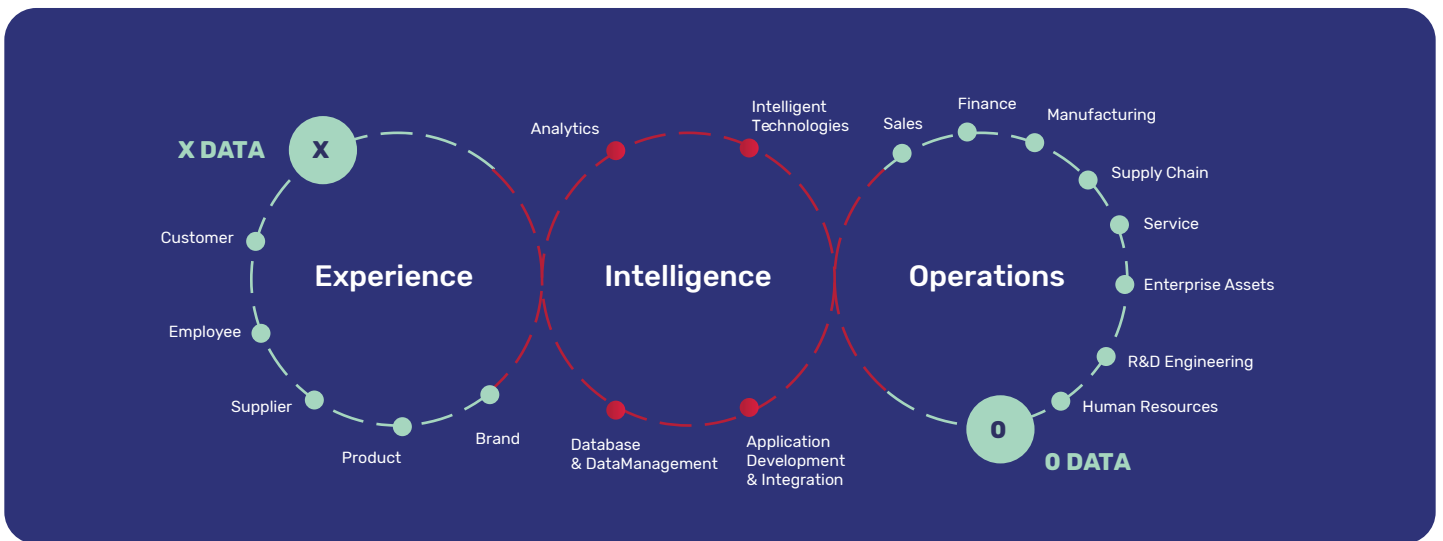


Innovative companies need integrated end-to-end processes. This calls for a strong suite of applications that use a digital platform with embedded intelligent technologies and analytics to orchestrate the entire business.



S/4HANA Private Cloud is not an updated ERP – it is much more than that. S/4HANA is the gateway to achieving digital transformation and evolving into an intelligent enterprise.

But just becoming an intelligent enterprise is not enough – you need to integrate feedback from all your stakeholders and make experience management part of your daily operations.



We all know that there is a difference between believing and knowing something. And the same is true when it comes to a customer's perception of your company.

MEDIUM
€ 280 000

LARGE
€ 490 000

X LARGE
€ 660 000

XX LARGE
€ 1100 000

Digital Core (ERP)

Sales

- TVC Advanced Pricing Cockpit for wholesale
- TVC Smart Output Framework
- TVC Smart Material Mass Change tool
- TVC Wholesale Forecasting solution

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Finance

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Manufacturing - warehouse value added services

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Inventory Management

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Warehouse Management

- TVC Intelligent Warehouse - Chainy, digital supply chain assistant
- TVC Picture-to-quality app

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Transportation Management

M L XL XXL

Service

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Enterprise Assets

M L XL XXL

Internal Research & Development projects

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Sourcing & Procurement

- TVC Smart Vendor e-invoice ARCO connector

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Human resources (no payroll)

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Embedded Intelligence - Machine Learning apps

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Embedded Intelligence - IRPA

M L XL XXL

Analytics Cloud

TVC Wholesale reporting

M L XL XXL

Planning & Budgetting

M L XL XXL

TVC Wholesale Forecasting solution

M L XL XXL

People Engagement

SuccesFactors - Employee Central

M L XL XXL

Core Integration

Existing Warehouse System

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Existing Transport Planning System

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Existing Webshop

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Sales Cloud

Customer Visits & Activities

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Account & contact Management

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Ticketing (customer complaints)

M L XL XXL

Lead & Opportunity Management

M L XL XXL

Quotation management

M L XL XXL

Marketing Cloud

Commerce Marketing

M L XL XXL

Segmentation & Campaign Management

M L XL XXL

Commerce Cloud

Webshop B2B

M L XL XXL

Subscription Management

M L XL XXL

Customer Data Cloud

M L XL XXL

Self Service Portal (Service Cloud - ticketing)

M L XL XXL

Product Information Management (PIM)

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Simply implementing **S/4HANA Private Cloud** as your Intelligent Suite is certainly a step in the right direction. But becoming a true intelligent enterprise requires more. TheValueChain recognises this challenge. Going beyond the classic ERP package, we've created an SAP-certified end-to-end offering specifically for the wholesale distribution industry. It comprises a complete end-to-end packaged solution that is agile and scalable to suit your unique needs.

Our Go.Beyond™ Solution closes the loop between intelligence and operations covering all domains from procurement, warehouse, transportation, manufacturing, quality, and projects, to sales and finance.

To help you compare and select the right options, our offerings come in the same easy-to-assess sizes as your T-shirts: M, L, XL and XXL. This will provide you with meaningful insights on the scope and a rough estimate on the number of man days it will take to implement.

They serve as a guideline and need to be adjusted to your company's situation and the scope you have in mind.



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In today's business reality, speed and agility are the real competitive advantages. As a leading SAP Gold partner with 370 consultants, TheValueChain helps you accelerate and adapt your business to the challenges of tomorrow. We believe that optimising your most vital business processes is the key to acceleration.

As a long-term partner, we anticipate how our clients can best adapt to the challenges in their industry, how technology can accelerate their business and how they can increase the value of their SAP investment. TheValueChain has offices in the Netherlands, Belgium, Luxembourg, and Switzerland and is part of the Gumption Group.

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