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## **SAP Analytics Cloud for Wholesale Distribution**

# UNLEASH THE TRUE POTENTIAL OF YOUR BUSINESS

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## Explore New Possibilities!

SAP Analytics Cloud is a cloud visualization solution developed by SAP. Often known as SAC, the solution is equipped with capabilities to unearth the data behind businesses and turn them into easy to comprehend insights that help make better strategic decisions.

Users can turn these insights into interactive visuals that represent every little detail of the business without any complications. Decision-makers can leverage the capabilities of predictive analysis, business intelligence, and planning with a single easy-to-use solution.





## SAP SAC CHANGING WHOLESALE DISTRIBUTION

- As a wholesale distributor specializing in garments, it was getting very difficult for the distributor to keep up with the ever-changing demands of the customers. The wholesaler has been struggling to determine the right amount of stock to be bought from the manufacturer as customers always needed something different from the previous time.

SAP Analytics Cloud provided the wholesaler with valuable insights based on the past purchasing behavior of the customers. This helped the wholesaler to better understand the demands of the customers and maintain the required stock in accordance with the insights. The wholesaler could now make just the right amount of purchase and spend the leftover money on something else that would yield more benefit for the business.

- A wholesale distributor dealing in groceries items was finding it difficult to attract new customers as well as retain the existing ones. As the business was experiencing heavy competition from within the market it started to get very difficult to sustain the business. Soon the wholesaler incorporated the SAP Analytics Cloud solution with the business.

This changed things for the business at a very fast pace as the wholesaler could now leverage the accurate updated information about the customers. With real-time information about the purchase history of the customers, the wholesaler could target specific products on specific customers.

- Difficulties in managing the complex operations of the import and export business, a wholesale distributor dealing in toys and games resolved to adopt the SAP Analytics Cloud solution. The complexities involved with the export and imports of toys and games made it very difficult for the businessman to actually focus on the business as dealing with these complex operations required a lot of time.

The SAP Analytics Cloud solution helped the businessman to streamline these operations and save both time and money. Furthermore, the solution even helped the business to keep better track of the available inventory and optimize the entire process of inventory management with ease.

# SAP ANALYTICS CLOUD IN ACTION

- **Foresee future conclusions:**

SAP Analytics Cloud allows wholesale distributors to get better outcomes by facilitating effective strategic, operational and financial planning. SAP Analytics Cloud enables businesses to gain full control over different segments of the business.

- **Unearth valuable insights from the business:**

The solution automatically provides the wholesalers valuable insights from different levels of the business. These insights are generated after meticulously analyzing every minute detail about the business. SAP Analytics Cloud also helps businesses to simulate future scenarios to generate accurate outcomes.

- **Easy management of data:**

The SAP Analytics Cloud solution is capable of seamlessly integrating with any existing data and planning solution used by the business. Wholesalers can combine data from various sources and analyze the information through interactive visuals and make better and effective business decisions.





# Pharmaceutical wholesale distributor successfully maintains perfect inventory levels

## CASE STUDY:1

### ABOUT CUSTOMER

One of the leading wholesale distributors of medicines in the middle eastern region. The client deals in various sorts of medicines and other medical supplies. The medicines sold by the client were vital in keeping the people under its distribution healthy. The client needed a solution that could help their business maintain adequate inventories at all times.

### FOCAL POINTS OF THE PROJECT

- A shift towards automated management of the inventory
- Minimizing the cost of maintaining the supply chain
- Minimize the involvement of clinical staff in logistical activities

### THE FIX

The out of the box features and functionalities of the SAP Analytics Cloud solution helped the client to facilitate effective management of the inventories. As the solution generated insights from the business data which was then used to alert the client before the stock reached the minimum level. The automation features of SAP Analytics Cloud allowed the client to reduce the involvement of administrative staff in logistic activities.

### PIVOTAL BENEFITS

- Interactive visual insights that make easy sense of the data
- Easier maintenance of an optimal level of inventory
- Reduction in cost of maintaining an effective supply chain

### PRE MIGRATION STATE

- Manual management of the inventory and other materials
- Complex and inefficient distribution channels

### MAJOR CHALLENGES

- Establishing automatic management of inventory
- Rid the administrative staff of logistical duties

### ACHIEVEMENTS

- Efficient delivery of medicines at the time to the right place
- Reduction in cost of maintaining optimal inventory
- Reduction in overstocking and waste of expired items



# Dairy wholesaler enhances substantial growth with meaningful insights

## CASE STUDY:2

### ABOUT CUSTOMER

The client is a wholesaler specializing in dairy products and based in Australia. With the utmost dedication of distributing dairy products from local vendors to the international market, the client has established branches and franchises throughout various countries in Asia, Oceania, and Australia. The client is mainly known for providing customers with safe and organic dairy products.

### FOCAL POINTS OF THE PROJECT

- Automate error-prone manual control overstock
- Integrate inventory with sales and distribution channels
- Generate valuable insights to gain a better understanding of future trends

### THE FIX

The ideal solution to fulfill the requirements of the client is SAP Analytics Cloud. The reason behind this is that the SAP Analytics Cloud solution is equipped with capabilities such as predictive analytics and business intelligence that are perfect for tackling complications faced by the client. The solution enables the client to use valuable insights in order to predict future disruptions.

### PIVOTAL BENEFITS

- Effective and efficient management of inventory
- Seamless integration of inventory, sales, and distribution channels

### PRE MIGRATION STATE

- Low to no usage of business intelligence
- Manual management and control of inventory

### MAJOR CHALLENGES

- Digitization and automation of time-consuming manual stock control processes
- Lack of transparency in the management of the inventory of the business

### ACHIEVEMENTS

- Significant reduction in wastage of time
- A better understanding of the demands and buying nature of the customers
- Access to meaningful insights enabling better decision making



# Wholesale distributor of mineral equipment reinvents reporting with Power BI

## CASE STUDY:3

### ABOUT CUSTOMER

The client is a global leader in the distribution of equipment required to mine and refine minerals. The company of the client was initially founded in 1986 and has come a long way since that time. The head office of the client is located in Australia but they have branches and centers across various countries around the world. The client has recently decided to enhance the reporting capabilities of the business as it became very difficult for them to keep account of each center operating under them.

### FOCUS POINTS OF THE PROJECT

- Enhance the reporting capabilities of the business
- Generate accurate and effective data from the warehouses

### THE FIX

After a rigorous search of the perfect solution, the client chose to go with the SAP Analytics Cloud. The solution will provide the client with insights based on every minute detail of the business. These insights are presented in an interactive visualized manner so that the client can easily make sense of the data generated from the business. These interactive insights are helpful for the client as it helps them make better and informed decisions to enhance and stabilize the growth of the business.

### PIVOTAL BENEFITS

- Quick and easy access to valuable insights
- Accurate simulation and predictions of the future scenarios

### PRE MIGRATION STATE

- Manual reporting using data from various sources
- Lack of centralized business solution to generate insights

### MAJOR CHALLENGES

- Extracting insights was proving to be time-consuming
- Uninteractive and hard to comprehend data and insights

### ACHIEVEMENTS

- Consistent and reliable reporting and analytics
- Fast and automated processes to forecasting sales



## CONCLUSION

SAP Analytics Cloud provides businesses with all the necessary data and information to generate accurate insights and enable quick and better strategic decision-making. Powered by the enhanced capabilities of artificial intelligence technology, the solution empowers businesses by enabling them to combine information with people and ideas to fuel the growth of the business. SAP Analytics Cloud enables to compile all the raw data and information from the transactional system and seamlessly convert them into valuable insights to support predictive planning.



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