

# Outdated system impacting profitability?

Find out the four signs distribution businesses need to look out for.



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# Are you using a system that's impacting your profitability?

**Know the four signs to look out for that just might help answer whether you need a better solution for your distribution business.**

Managing your distribution business with outdated software like MYOB AccountRight? Or with accounting software like XERO or QuickBooks? There's a good chance you're not getting orders out as fast as you'd like because of complicated workflows and manual tasks.

Whether or not you're aware yet, the limited functionality of these systems is holding your business back. Find how your current system is impacting your profitability and what it can mean to switch to a cloud ERP like Wiise.



# 01

## Your system doesn't let you streamline processes

If your finance system is slowing down or you're using the ERP platform you set up years ago, you probably don't have visibility across the complicated workflows that can affect profits.

Visualise your current quote to order process—you receive an order and your team have to jump in and out of systems to match the transaction before they can even think about processing it. Consider how this impacts the number of orders you're getting out.

But what if there was a shortcut? Modern cloud ERPs, like Wiise, come with fully integrated bank feeds, straight out of the box. With your transactions and purchase orders feeding directly into your finance system, reconciling transactions and processing sales is a lot easier. Your teams no longer have to match up transactions manually or input purchase orders into the system.

Plus, managing finance and sales in the same system helps you streamline your quote to order process allowing your team to process orders faster. And when more stock starts getting out the door, we don't have to tell you how your cash flow will improve.





## Transaction limits keep slamming the brakes on growth

What was once a great solution for your business is now a glitchy old system that keeps breaking when the workload increases. Accounting software and server-based platforms aren't built to scale. In addition to limited data storage options, accounting software like Xero and QuickBooks also have transaction limits, which can be punishing for a growing distribution business.

A business solution that limits how many orders you can process, isn't much of a solution. Cloud ERPs such as Wiise allow for unlimited transactions and can easily process thousands of orders every day.

Cloud ERPs are designed to ensure you never outgrow them. Which is why visionary business leaders tend to adopt cloud ERPs in the early stages. This has a twofold benefit: it sets up a business for long-term growth, and avoids the organisation having to change systems in the midst of a high growth period.



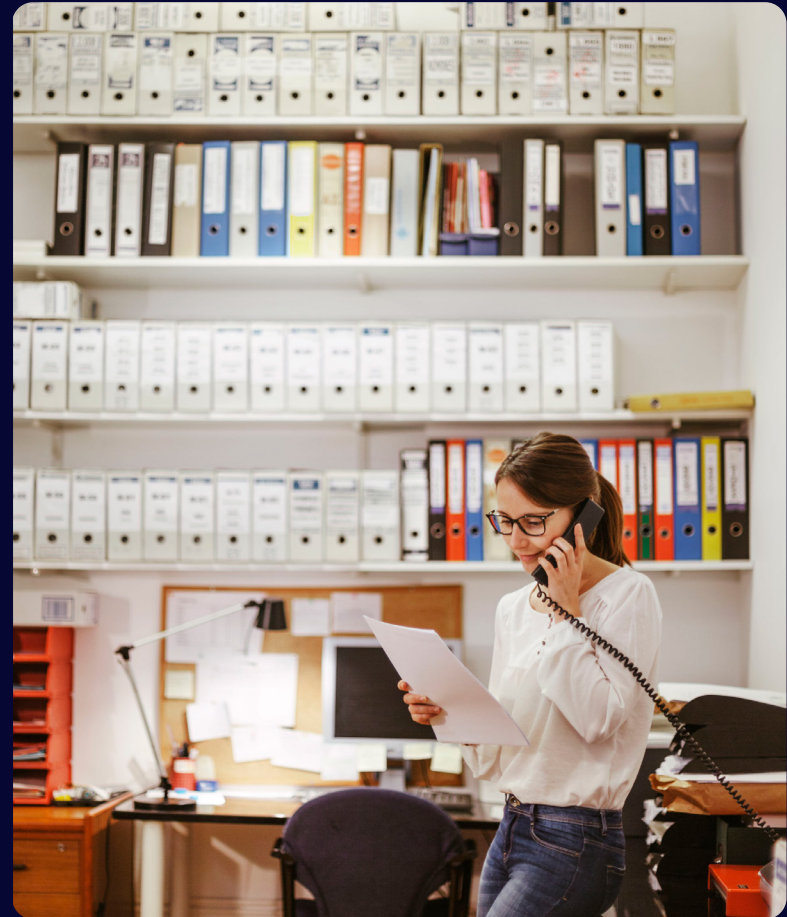
## 03

### Sales team wasting time updating spreadsheets instead of closing deals

Managing different parts of your business on separate systems means your data isn't all in one place. And though it isn't obvious straightaway, this can impact sales. If your sales team has a customer on the line but need to ring your warehouse team to look for an item, the chances of the order going through reduce with every second your customer is on hold.

For your sales team to work efficiently, they should be able to see in seconds what's in stock, what special pricing might apply and what customers have ordered in the past, without diving in and out of multiple screens to find the information.

With orders, inventory, finance and customer data in the same system, your sales team can raise quotes and fulfil orders straight from Outlook. They can even see if special customer pricing applies or if any deals are available, which can go a long way in keeping customers happy. A cloud ERP like Wiise can help your sales team say goodbye to admin and focus on closing deals.



## 04

### Your system doesn't let you manage stock across multiple warehouses in real time

If you're on a self-hosted accounting software like MYOB AccountRight, you may be struggling to manage stock by location and are relying on a bunch of spreadsheets to keep track of what's gone out the door, when shipments are arriving and so on.

Getting an accurate view of stock in multiple locations at a glance can't be easy and a typo in just one of these spreadsheets can have direct and indirect consequences for your bottom line.

You could end up over-ordering stock that just sits on shelves and adds to storage costs. Or you might not order enough and leave customers frustrated or lose their business altogether. Being able to see stock levels update in real time—including every time a sale goes through or stock is transferred—can help you avoid such costly mistakes.

Not only can all your staff see exactly how much stock is in every warehouse, clever forecasting and automated notifications make stock replenishments easy too.

- ✓ Seeing your stock by location is key to getting orders out the door faster and replenishing stock correctly.
- ✓ For wholesale distribution businesses today, full visibility across their supply chain is critical in building resilience.



# Wiise for wholesale distribution businesses

## A bit about Wiise

Built for Australian businesses, Wiise is cloud-based ERP software that helps run your whole business – all in one secure Microsoft platform. Manage your finances, automate operations and get the business intelligence and insights you need to make the right decisions.

With Wiise, wholesale distribution businesses can get better control over their inventory, pricing, warehouses and even landed cost. Wiise ERP is designed to remove the need for spreadsheets and bring everything into the one system.

- ✓ **Created by KPMG Australia, built on Microsoft**
- ✓ **Made for Australian distribution businesses**
- ✓ **ABA100 Winner in ERP and Supply Chain Innovation**

## Reliability and security is our number one priority

Wiise hosts your business data in Microsoft Azure data centres located right here in Australia. These servers are designed to balance traffic loads for optimal performance and allow for federally compliant database-level disaster recovery. Microsoft's Azure cloud platform meets ISO/IEC 27018 standards, which is the international code of practice for cloud privacy.

Yes, your data is protected by the latest security protocols like multifactor authentication, but because it is built on a trusted Microsoft platform, Wiise is also supported by Microsoft's global team of network engineers, security specialists and solution architects.

Put it simply, your data security is our top priority.



# Migrating to a cloud ERP will always be worth it

Often distribution businesses want to run their business better, but don't know where to start. 'How do I get up and running?' 'How long will it take?' 'How do I train my staff?' these are just a few of the many questions they never even ask.

When it comes to getting up and running on a cloud ERP system, we offer businesses a staged approach that ensures the transition is both successful and seamless.

Whether you need eyes on your warehouse halfway across the country right now or need to go right to the foundations to streamline your operations, our network of experienced Wiise partners can help. With our fixed-setup approach, change management can be easy. Our partners are responsible for everything from training and skilling up your staff to giving you UAT environments for testing, to managing the entire implementation project: all you need to do is get your staff excited about a brand-new cloud ERP system that can handle anything you throw at it.

With everyone working out of one system, all your data in one place and more time to focus on cost efficiencies, closing deals and getting stock out faster, you'll wonder why you didn't do it sooner.



"We had no way of tracking stock by location so we wanted to get at least the inventory module set up. On the first day, we were able to get stock out the door which was amazing!"

*Trudy Bownds  
Operations Manager, Total Hardware*

## Get a **free consult** with an expert today

Get in touch >



# Complimentary consult

If you're a distribution business that's experiencing similar challenges with your existing system, speak to our team today.

We've worked with hundreds of Australian distribution businesses who manage complex supply chains, so we get your business.

Give us a call and we can discuss your current challenges, what you're looking to achieve in your business and how we can help.

Get a **consultation** with our expert industry and tech consultants

Get in touch >



## Further reading...

[How Wiise Compares to Business Central](#)

[Capital Transport Case Study](#)

[Why Australian Businesses Choose Wiise](#)

[How To Future Proof Your Distribution Business](#)

[What To Look For In ERP Software For Multi-Entities](#)

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# Get in touch today.

Wiise helps you see your business clearly so you can focus on what counts. Get Wiise and connect your people, processes, and data like never before.

Chat with us >

Email [hello@wiise.com](mailto:hello@wiise.com) or call 1300 191 222

