A PATHWAY TO SUCCESS:

Leading Practices for Food and Beverage Distributors

With thousands of successful implementations, Oracle NetSuite has a deep understanding of food and beverage distribution businesses across all sectors and the many challenges they face. As the pace of change in business accelerates—especially for those still relying on aged, on-premise ERP systems, wholesale distributors are struggling to keep up. As they strive to improve business performance and increase customer satisfaction in an increasingly competitive environment, they are struggling with:

- Metrics based on unreliable data.
- Ineffective inventory utilization.
- Difficulty expanding into multiple channels.
- Inefficient order processes and inaccuracies.
- Order orchestration and inventory visibility issues.
- Manual processes that cannot scale.

Oracle NetSuite: *Built with leading practices for food and beverage distributors*

Continuous customer lifecycle engagement to ensure seamless continuity from sales to services to support.

Full visibility across the organization to operate at the speed of modern business, drive results and scale.

More than 3,000 hours worth of industry-leading best practices already built in to the system.

Nearly two decades of expertise across thousands of wholesale distribution deployments to drive value on Day 1.

200+ pre-built reports and pre-configured roles with dashboards and business intelligence metrics.

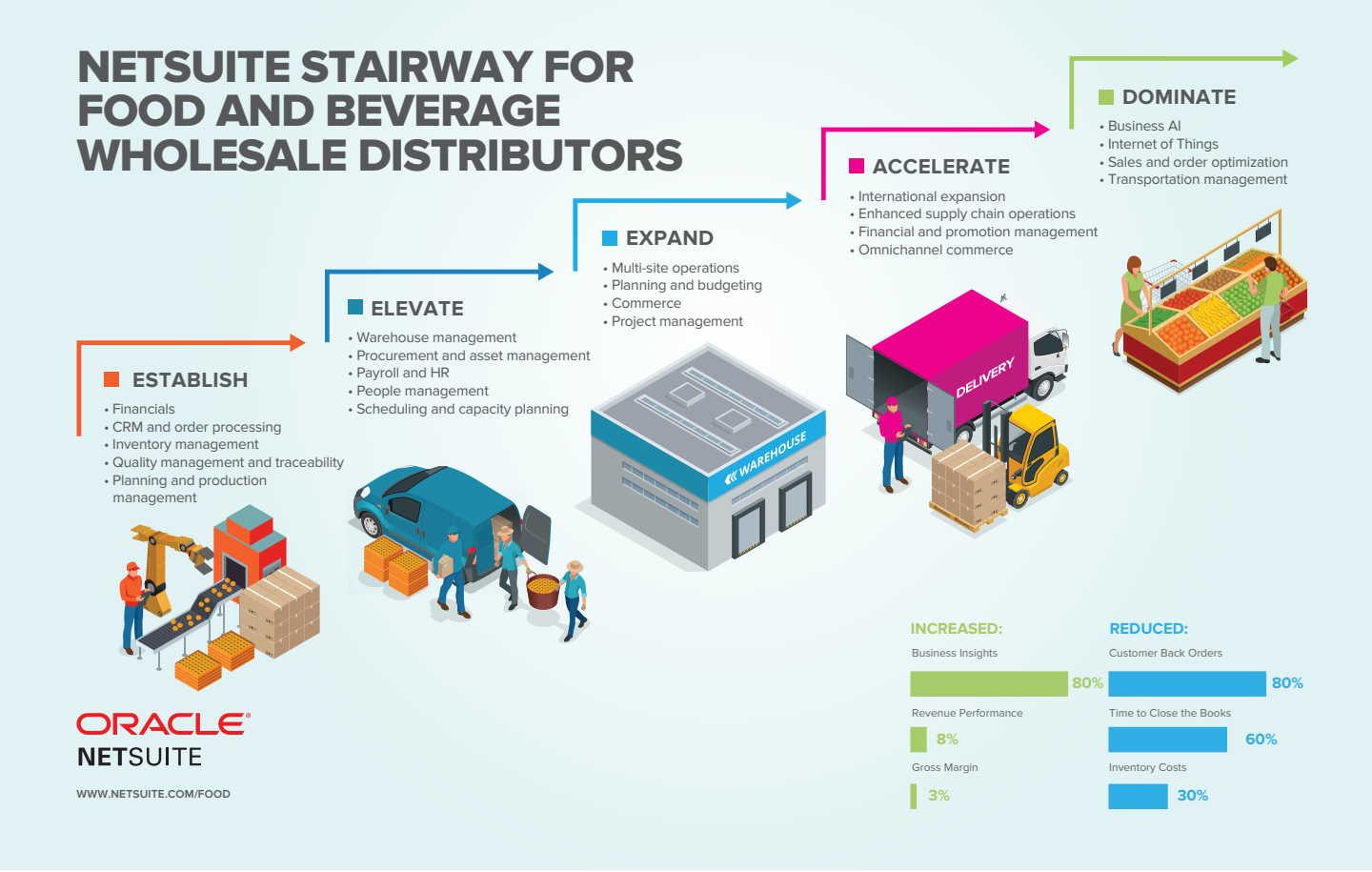
ORACLE NETSUITE

suitecentric

"There is no other company that can provide wholesale distributors with a complete solution that delivers Business-to-Business (B2B) and Business-to-Consumer (B2C) commerce, marketing, sales, management, sourcing, warehousing, and support capabilities built into one customizable platform." **Frost & Sullivan**

As they seek to address these challenges, wholesale distribution companies are concerned about the time and capital required to fix their back-end systems. However, they realize that the ability to rapidly adapt and scale is critical to their success. What they need is a proven solution that can rapidly accelerate their business with a modern architecture—to go from zero to cloud in 100 days or less. What they need is Oracle NetSuite.

Oracle NetSuite delivers a unique set of processes, activities and systems specifically designed to deliver rapid value. It provides our customers with a strong foundation to transform



Oracle NetSuite's proven methodology for food and beverage distribution success.

their business with a pre-configured solution and methodology that includes proven:

- 14 Roles
- 14 Dashboards
- 23 KPI/scorecards
- 200+ Reports/searches
- 20+ Custom UI forms

These leading practices leverage Oracle NetSuite's unmatched experience and knowledge in wholesale distribution. The focus is on enabling our customers to rapidly meet their business objectives and seamlessly grow and scale with Oracle NetSuite.

A Proven Path to Success for Food and Beverage Distributors

Oracle NetSuite delivers a unified and phased pathway for our customers to succeed and scale their business. Here is how it works:

- The first step is all about making sure food and beverage distributors have a single view of customers, orders, items and inventory. From our experience in the sector, we know just how difficult it is to sell anything without it. Getting a food and beverage distribution business on a real-time platform so all channels are operating from a unified base is the critical foundation. Oracle NetSuite has seen customers improve gross margins 1–5%.
- Once there, food and beverage distributors are in a better position to add ecommerce or other omnichannel capabilities to enhance and provide a greater customer experience. This phase is critical as increasingly buyers are moving online—30% of buyers complete at least half of their purchases online.
- From there, they are freed from the constraints of their legacy systems and are ready to tackle challenges such as a lack of visibility or inefficiencies in their supply chain.

Oracle NetSuite:
At a glance

World's #1 Cloud Business Software Suite

- Run by 18,000+ customers
- Fastest growing financial management software provider, according to Gartner[1]
- Publicly traded (NYSE: ORCL)
- Founded in 1998

Proven ROI

- 20% to 30% reduction in inventory costs
- 60% to 80% reduction in customer backorders
- 2% to 10% increase in revenue performance

Rapid Implementation

Oracle NetSuite uses the experience gained from thousands of distributor deployments to speed ROI. Expert implementation equips customers to make the most of Oracle NetSuite and expand towards next-generation solutions.

- Implementation in 100 days or less
- Deep distribution industry expertise
- Proven leading practices
- Pre-built configurations
- Turnkey setup and training

[1] Gartner, "Market Share: All Software Markets, Worldwide, 2015," March 31, 2016

Oracle NetSuite delivers a number of roles that are pre-configured to ensure rapid adoption and quick speed of implementation:

- Administrator
- Customer Service
- Senior Executive
- Warehouse Manager
- CFO
- Supply Chain Manager
- Controller
- Production
- Accountant
- Sales
- Sales Manager
- Contract Manufacturer
- Purchasing Manager
- Marketing

- Ultimately, the focus turns to more innovative and disruptive strategies such as pricing and margin management and business intelligence. Oracle NetSuite has seen its customers improve their actionable insights by over 56%.

Delivering Transformative Results

Solution providers will often talk about 'roles'—however, Oracle NetSuite delivers all the tools needed from day one so that anyone can get up and running quickly with the right workbench to be successful. Whatever the job function, it will come pre-configured with all the KPIs, reminders, reports and value-driven dashboards for daily and strategic needs—proven from years of real-world use by thousands of people in similar roles at wholesale distribution companies.

In a study by SL Associates, distribution companies reported stunning improvements in key performance metrics after switching to Oracle NetSuite's cloud-based software solution.

"One of the reasons I wanted to build on a tool like NetSuite and I knew it would be a good idea was the scalability. The only real limitation of NetSuite is your imagination." **Sea to Table**

Reduced Time to Close Books	75%-90%
Improved Production Efficiency and Lead Times	50%-80%
Reduced Obsolete Inventory Costs	60%-80%
Improved Staff Utilization Due to Automation	10%-25%
Improved Order Processing Efficiency	45%-75%

Oracle NetSuite has packaged nearly two decades of experience from thousands of food and beverage deployments into a set of leading practices that paves a clear pathway to success and is proven to deliver rapid business value.

Are you ready to put Oracle NetSuite leading practices to work and take your business from zero to cloud?

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