



# ERP Software for Wholesalers and Distributors

## Benefits

### **Maximize Profits, Reduce Costs, Improve Efficiency**

Exceed customer expectations by providing unsurpassed customer service, efficient and timely order fulfillment, and up-to-date information. Respond to customers quickly with accuracy, manage the flow of goods and information in your supply chain, make informed buying decisions, and take control of inventory stocking levels.

### **Deliver the Right Product the First Time, On Time**

Full visibility to inventory in all company locations means you'll never have to say, "I'll have to call you back." Transfer orders to where inventory is available to satisfy customer demand. Manage relationships with customers, prospects, and vendors efficiently and accurately for improved service and increased revenue per customer.

### **Take Control of Inventory Stocking Levels**

Optimize buying decisions and maintain proper inventory levels. Order the right amount of inventory at the right time by viewing historical usage information that accurately reflects business trends. Provide high service and fulfillment levels without carrying excessive inventory and easily procure, receive and track inventory.

### **Be Proactive with Real-Time Visibility of KPI's**

Convenient dashboards for your Key Performance Indicators (KPIs) and reporting inquiries let you quickly evaluate products, identify sales trends, and rank customers, and enable more informed marketing decisions. Sort and view bookings and billings, including previous day, current day, MTD, previous month, YTD and last year.

## Industries

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**Wholesale Distribution**

## Features

### **Value-Added Features and Integrations**

Leverage features like quotes and kit processing, landed cost, sales analysis and commissions tracking, email integration, bill of materials, multiple units of measure, credit checking, pricing, billing, EDI support, sales force automation, inventory tracking, and more. Convenient integrations include point of sale (POS), credit card processing, freight management, and CAI's ROC Warehouse Management System (WMS).

### **Sales Management**

Access the information you need to operate more profitably, turn prospects into customers, sell more to existing customers, and manage your vendors. Track conversations and commitments, service issues and customer expectations. Monitor sales trends, identify customers that haven't purchased recently, and highlight customers that present collection issues. Set reminders for virtually any type of activity and ensure customers are periodically called upon.

### **Accounting and Financial Management**

Track revenue and expenses accurately, and quickly perform credit checks. View key GL accounts such as cash, inventory, and P&L accounts in intuitive dashboards with drill down capability to sales orders, inventory levels, AR, AP, inactive customers, and purchase orders. Compare your receivables and financials to your fiscal budget, and then export to Excel or a PDF.

### **Scalable, Configurable Solution**

Next Generation is designed to grow as you grow. The software can easily support for the addition of new branches or divisions and provide flexibility in -financial reporting for expansion of a growing distribution network. The software is highly configurable and can be tailored to meet the ever-changing needs of each individual wholesaler and distributor.

## Clients

**POWER IN MOTION**

Ready to get started  
with CAI Next Generation?  
Contact us today.