

Digital Transformation Solutions for Trade & Distribution Operations

Streamlining Operations, Driving Efficiency, and Enabling Growth with Microsoft Dynamics 365, Power Platform, and Azure

Trade & Distribution Businesses

Trade and Distribution businesses form the backbone of the global economy, managing the flow of goods from manufacturers to consumers. These organizations face diverse challenges, whether procuring inventory, managing a distribution network, or ensuring seamless operations in multi-channel environments. The dynamics become even more complex when businesses manage multiple brands, operate through digital platforms, or handle high-volume orders across regions.

Key Business Models

Procurement & Distribution: Procuring goods from manufacturers or traders and distributing them via networks of dealers, distributors, and retailers.

Contract Manufacturing & Distribution: Managing outsourced production and distributing finished goods through diverse channels.

Multi-Channel Sales: Selling via company-owned eCommerce portals, marketplaces like Amazon, and physical stores.

Hybrid Sales Models: Catering to both B2B and B2C customers with tailored pricing, terms, and promotional strategies.

Challenges in Trade & Distribution

- Efficiently managing procurement, inventory, and distribution channels.
- Seamless integration of multiple digital sales platforms with backend systems.
- Handling high-volume online orders with minimal manual intervention.
- Ensuring accurate financial consolidation across multiple legal entities.
- Tracking profitability at the transaction level and managing customer-specific pricing.

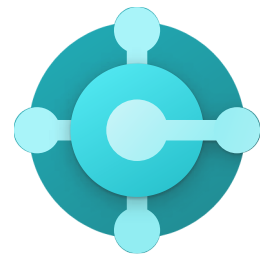


Alletec delivers end-to-end digital transformation solutions to address these challenges, leveraging Microsoft Dynamics 365, Power Platform, Azure, and AI-powered tools.

Dynamics 365 Business Central for Trade & Distribution

Why Choose Business Central for Mid-Sized Businesses?

Dynamics 365 Business Central is an all-in-one business management solution, ideally suited for mid-sized Trade and Distribution firms. Its capabilities cover finance, operations, inventory, and customer relationship management, ensuring seamless integration of processes and data.



Key Features and Functionalities

Inventory Management with Real-Time Visibility

Business Central provides a unified view of stock levels across multiple warehouses, ensuring businesses can track inventory in real-time.

- Visibility into slow-moving and non-moving stock enables targeted clearance strategies.
- Automated reordering ensures that stock levels remain optimal, reducing the risk of overstocking or stockouts.

Procurement and Supplier Management

Streamlining the procurement process is critical for distribution businesses. Business Central simplifies supplier relationship management and purchase planning:

- Track supplier performance and manage purchase orders efficiently.
- Calculate lead times accurately to ensure timely replenishment.
- Automate cost tracking, including freight, duties, and taxes, for precise landed cost calculations.

Order Processing and Fulfilment

For businesses managing high-order volumes from multiple channels, Business Central automates and optimizes order workflows:

- Orders from digital platforms can be pulled directly into the ERP system, eliminating manual data entry errors.
- Integration with RPA automates order capture from emails or third-party systems.
- Streamlined workflows ensure faster order fulfillment, enhancing customer satisfaction.

Customer-Specific Pricing and Credit Management

Business Central enables businesses to maintain product and customer-specific pricing, terms, and credit limits:

- Configure customer-specific pricing tiers, discounts, and promotional offers.
- Monitor credit limits in real-time to reduce payment risks.

Financial Consolidation Across Legal Entities

For businesses operating multiple legal entities, Business Central consolidates financial data for accurate reporting and compliance:

- Automates intercompany transactions, saving time and reducing errors.
- Provides consolidated financial statements across entities and regions.



Dynamics 365 Finance for Enterprise-Scale Organizations

Financial Excellence at Scale

Dynamics 365 Finance is designed for larger enterprises with complex operations, providing robust financial management and compliance tools to scale globally.



Key Features and Functionalities

Global Financial Management

Dynamics 365 Finance simplifies financial operations across regions:

- Supports multi-currency, multi-taxation, and multi-language environments.
- Automates compliance with international accounting standards like IFRS and GAAP.

AI-Powered Financial Insights

The platform uses predictive analytics to deliver financial forecasts:

- Identify trends in revenue and expenses to make data-driven decisions.
- Gain deeper insights into profitability across channels, brands, and customer segments.

Streamlined Budgeting and Cost Management

Advanced budgeting tools help businesses plan effectively and control costs.

- Automate cost allocations to reduce manual effort.
- Gain visibility into cost breakdowns across supply chain operations.

Dynamics 365 Supply Chain Management for Advanced Operational Efficiency



End-to-End Supply Chain Visibility and Control

Seamless Warehouse Management

Dynamics 365 Supply Chain Management provides tools to manage warehouses efficiently:

- Optimize storage layouts and streamline picking, packing, and shipping workflows.
- Integrate with barcode scanners and mobile devices for real-time stock updates.

Demand Planning and Procurement:

Advanced analytics help businesses forecast demand accurately:

- Use AI tools to predict seasonal trends and optimize procurement schedules.
- Automate vendor performance tracking to ensure quality and timely deliveries.

Integration with Digital Commerce Platforms

Whether selling through Amazon, Shopify, or proprietary portals, the platform ensures seamless integration:

- Synchronize inventory and order data across sales channels.
- Automate stock updates and order confirmations to improve customer experience.



AI and RPA for Trade & Distribution Businesses

How AI Drives Efficiency

AI tools like Microsoft Copilots enhance user productivity

- Automate report generation, demand forecasting, and pricing recommendations.
- Provide actionable insights on non-moving stock, customer trends, and profitability.



RPA for Repetitive Tasks

Robotic Process Automation (RPA) eliminates manual effort for tasks like

- Extracting orders from emails and entering them into ERP.
- Generating shipment schedules and customer notifications automatically.

Dynamics 365 Customer Engagement Suite

Strengthening Customer Relationships

Dynamics 365 Sales

Empowers sales teams to manage pipelines effectively and close deals faster.



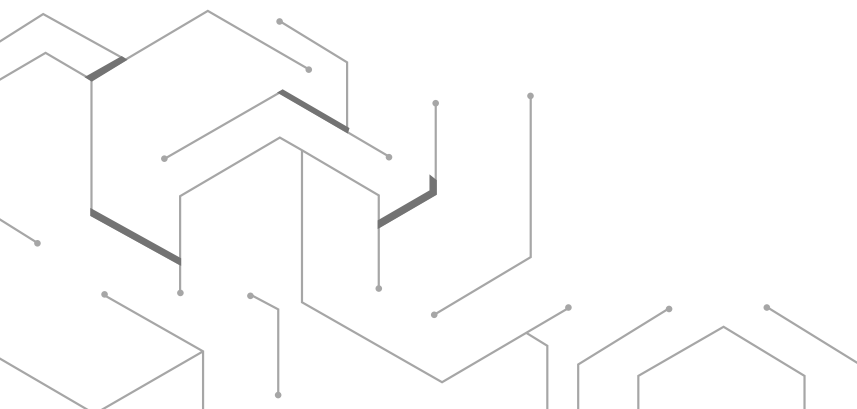
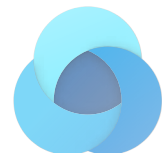
Dynamics 365 Customer Service

Delivers consistent, high-quality support through multiple channels, ensuring customer satisfaction.



Dynamics 365 Marketing

Automates campaigns and tracks engagement to optimize promotional efforts.



Alletec's Expertise

Alletec empowers Trade & Distribution businesses to modernize, optimize, and scale operations with cutting-edge Microsoft technologies. From real-time inventory visibility to AI-driven decision-making, our solutions enable businesses to compete effectively and deliver value.

Why Alletec?

Trusted Expertise

Decades of experience delivering tailored solutions across different industries.

Comprehensive Offering

From consultation to post-implementation services, we ensure sustained success.

Brand Promise

Agile

**Quick on our feet
Responsive and Flexible
Hybrid-Agile methodology**

Affordable

**Optimized ROI
Sustainable Pricing Models
Value Without Compromise**

Accountable

**Commitment to Outcomes
Transparent and Reliable
Partner Beyond Projects**

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