



**EXPRESS**  
INFORMATION SYSTEMS



## Wholesale/Distribution

There is no time for rest in distribution. As globalization trends continue, new channels are constantly developing. And existing channels are expanding with new approaches—such as global sourcing, cross-sell capabilities, third-party logistics, and radio frequency identification (RFID) solutions.

Companies are shifting to more advanced distribution management processes as increasing competition and disintermediation concerns grow. These trends are driving changes in distributors' business relationships and processes. Customer service expectations are also expanding. Major customers and vendors are requiring specific service-level agreements and compliant technology business processes.

Express Information Systems offers a powerful technology platform that gives distributors the critical resources they need to manage every aspect of their business, from order entry and procurement to sophisticated inventory and shipment management. Integrated applications can be deployed quickly and inexpensively without complicated customization or drawn-out implementation projects.

### **Benefits for Wholesalers and Distributors:**

With Express Information Systems, your company can:

- **Enhance business operations.** For small and mid-sized distributors, information technology (IT) is the most effective way to add greater value while supporting more cost-effective operations. Automating business processes at each touch point—from order capture to inventory replenishment—helps streamline diverse tasks and simplify business intelligence-gathering. With an integrated distribution process, your company can better manage information and materials while controlling costs and performance.
- **Improve supply-chain processes.** Efficient supply-chain management is essential for meeting customer demands. With an integrated IT infrastructure and a Web-based approach for cross-business communication, your company can operate effectively in an increasingly complex global supply chain. Portals offer greater visibility into product availability and delivery data, while Web-based storefronts simplify selling, improve accuracy, and increase delivery speed.
- **Streamline inventory management.** Flexible inventory applications help streamline purchasing, order-processing, and inventory management. These tightly integrated solutions can include the use of bar codes and scanners to maintain accurate, real-time inventory data, thereby further reducing errors. A powerful IT environment helps warehouse management employees optimize layout, picking methods, and movement to secure an efficient product flow throughout the warehouse.  
You company can then rely on order management software to ensure accurate and on-time order fulfillment. You can also keep up with industry standards, such as advance ship notification (ASN)—with container and item level information sent electronically—incorporated with UCC128 compliance labeling.
- **Access accurate information more quickly.** Gain access to up-to-date data by using online inquiries, Web-based reporting, customer self-service tools, sophisticated financial consolidation, and online analytical processing (OLAP) analysis applications. Your salespeople can use this real-time data to help them accurately answer questions on stock availability and pricing. You can also use this timely data to identify buying patterns and then leverage that information to anticipate customer needs and build customer loyalty.